

# GRAIN DEALERS' JOURNAL

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Vol. I. No. 6.

CHICAGO, ILL., OCTOBER 10, 1898.

FIVE CENTS PER COPY.  
ONE DOLLAR PER YEAR.

## REGULAR GRAIN SHIPPERS.

To merit the patronage of regular shippers, receivers should confine their business to regular dealers.

**E. R. ULRICH & SONS,**  
SHIPPERS OF CHOICEST  
Milling **WHITE and YELLOW CORN.**  
Main Office, **SPRINGFIELD, ILL.**  
Elevators in Central Illinois on Wabash, C. & A.,  
C. P. & St. L., and St. L., C. St. P. & Pawnee R'ys.

Elevators on the Ill. Cent. R. R.  
**Crocker Elevator Co.**  
**MAROA, ILL.**

**PRATT-BAXTER GRAIN CO.**  
**TAYLORVILLE, ILL.**  
Stations on Wabash R. R.  
**Wheat, Corn and Oats**  
SPECIALTY: White and Yellow Corn  
Fresh from Farmers.

**KENTLAND, IND.**  
**MCCRAY & MORRISON,**  
SHIPPERS OF  
.....OF **CORN, CLIPPED AND**  
**NATURAL OATS**  
Our Special Brand of White Oats  
is a favorite wherever tried.  
Grain Warehouses at Kentland, Beaver City, Earl  
Park, Morocco, Remington, Ind., and Effner, Ill.

Elevators on Wabash & I. C. R. R.  
**KNIGHT & SON,**  
**MONTICELLO, ILL.**  
OUR SPECIALTY....  
..... Shipping Corn and Oats.

**H. WORK & CO.**  
Dealers  
...In **Grain,**  
MILLING WHEAT  
A SPECIALTY. **ELLSWORTH, KAN.**

**L. T. HUTCHINS & CO.**  
Grain Merchants,  
**SHELDON, ILL.**  
Elevators at Donovan, Iroquois, Milford, Ill.,  
Earl Park, Morocco, Templeton, Ind.

**W. G. MOORE,**  
Lincoln, Neb.  
Elevators at  
SWANTON,  
BLADEN AND  
WESTERN, NEB. **GRAIN**

**H. RAGES & SON**  
Buyers and Shippers of  
**GRAIN,**  
**BISON, - - KANSAS.**

**STUDABAKER, SALE & CO.**  
**BLUFFTON, IND.**  
Clipped Oats, Glover and  
Timothy Seeds, Milling  
Wheat. Large or Small Orders.

The Greenleaf-Baker  
Grain Company, **ATCHISON,**  
**KAN.**  
**GRAIN BUYERS AND SHIPPERS.**

**CLUTTER & LONG,**  
**LIMA, OHIO,**  
Shippers of **Clipped White Oats, Corn,**  
MILLING WHEAT, MILLFEED,  
CLOVER AND TIMOTHY SEED.

## REGULAR GRAIN RECEIVERS.

**R. M. ADAMS,**  
**GRAIN BROKER,**  
205 Merchants Exchange,  
**ST. LOUIS, MO.**

DEALERS and SHIPPERS Established  
Hay and Grain ...1873...  
**JAS. P. McALISTER & CO.**  
Commission Merchants,  
**COLUMBUS, OHIO.**

if U want  
**A GRAIN CLEANER**  
**C next page**

**Husted Milling &  
Elevator Co.**  
...**BUFFALO, N. Y.**  
Buyers of  
**CORN AND OATS.**

**EDWARD P. MERRILL,**  
MILLERS AGENT  
Grain, Flour and Millfeed,  
2½ Union Wharf, **PORTLAND, ME.**  
Want a Good Corn Account.  
Ciphers: Robinsons and Jennings.

Long Distance Telephone No. 1558.  
Western Union Wire in Office.  
**PERCY R. HYNSON,**  
Shipper of Grain and Hay,  
49½ N. High St., Room 1, **Columbus, O.**  
REFERENCE: Merchants & Manufacturers Nat. Bank

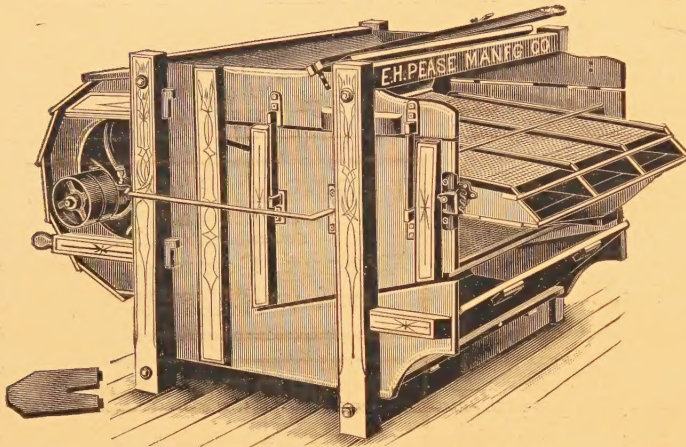


# A Good Cleaner

IS A PROFITABLE INVESTMENT.

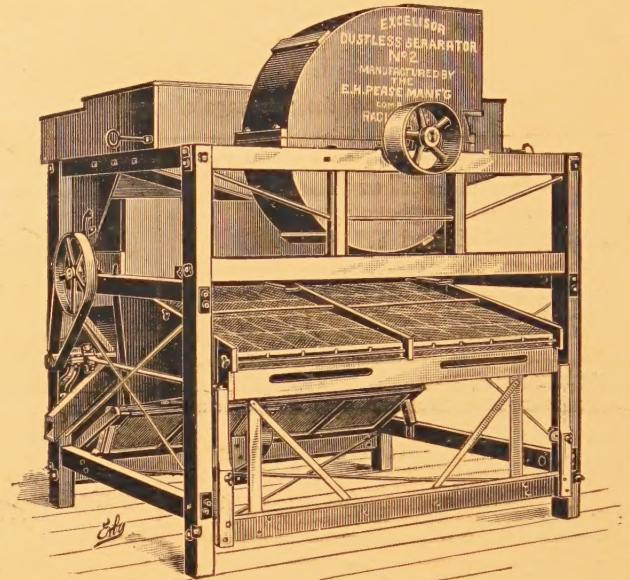
# A Pease Cleaner

IS A GOOD CLEANER.

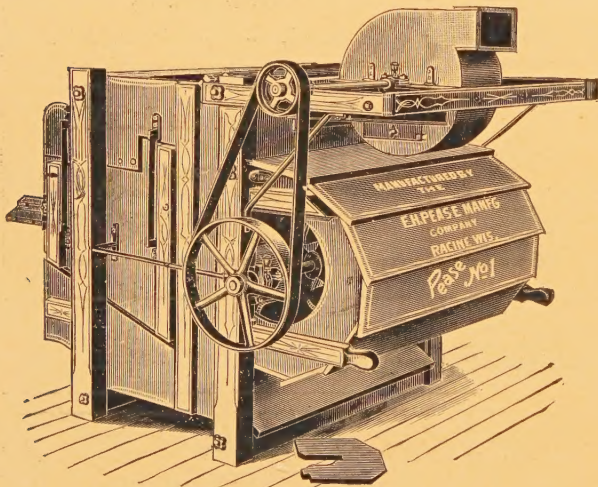


Pease End Shake Warehouse Fanning Mill.

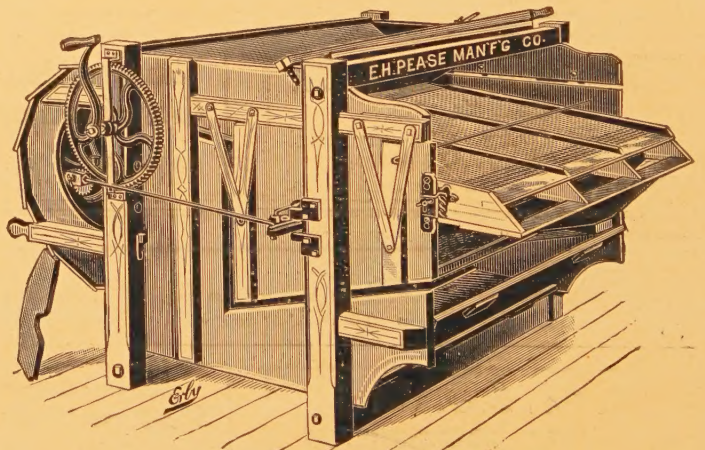
We make all sizes of cleaners for all kinds of grain. If the design of cleaner, workmanship and the quality of work done by it has any weight with you we can surely satisfy you. In addition to Corn and Flax cleaners we have the Pease Dustless Separators and Warehouse Fanning Mills, the Excelsior Dustless Warehouse and Elevator Separator, the Excelsior Separator and Grader, the Excelsior Combined Machine, and the Excelsior Oat Clipper.



Excelsior Dustless Elevator Separator.



Pease Dustless Separator.



Pease Side Shake Mill.

ALL KINDS OF POWER PLANTS, GENERAL MACHINERY AND SUPPLIES  
FOR GRAIN ELEVATORS, MILLS, MALT HOUSES AND BREWERIES. ❀❀❀

Our New Catalogue No. 10 is Just Out. Send for a Copy.

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Receivers who confine their business to regular grain shippers merit the patronage of such shippers.

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### GRAIN DEALERS....

#### We Want Your Business.

If you appreciate **Honest Work, Good Treatment and Prompt Returns**, consign your grain to us.

**CALUMET GRAIN and ELEVATOR COMPANY, ...CHICAGO.**  
Arthur Sawers in charge of receiving business.

Established 1865.

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**COMMISSION - MERCHANTS.**

Specialties: — Grain and Seeds of all kinds by sample upon their merits.

Consignments solicited; correspondence invited.

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Correspondence Solicited.

**Room 77 Board of Trade Building, CHICAGO, ILL.**

### JAMES P. SMITH & CO.

**Grain Merchants,**

**417-418 Rialto Building, CHICAGO.**

**CONSIGNMENTS SOLICITED.**

ESTABLISHED  
1857.

### J. S. STEVENS,

WITH SEYMOUR-DANNE CO.

**Shipper of Grain and Mill Feed**

Special Attention to Wheat for Milling Purposes.

**710-711 Rialto Building, ....CHICAGO.**

Gilbert Montague. James W. Barrett.  
Henry A. Leland.

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**COMMISSION MERCHANTS,**

Flour, Grain and Millstuffs. Special attention given to Consignments and Options.

**6 and 8 Sherman St., CHICAGO, ILL.**

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CONSIGN YOUR GRAIN AND SEEDS TO

## Ware & Leland, Commission Merchants,

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Orders for future delivery executed on margins.

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IN CHARGE OF RECEIVING DEPARTMENT.

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W. H. Bergin.

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Track bids offered to all regular dealers. We exclude "Scoop Shovelers."

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**GRAIN and SEEDS. TOLEDO, O.**

We make a  
Specialty of  
Handling Consignments.

Transient buyers and farmers need not write us.

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SUCCESSORS TO

**Redmond Cleary Com. Co.**

Established 1854. Incorporated 1887.

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Room 404, 102 N. Third St., ST. LOUIS, MO.

Props. E. St. Louis Hay Exchange.  
Storage of Grain, Hay and Seeds Solicited.

### E. F. GATLIN & CO.

**COMMISSION,**

**Grain, Hay and Seeds**

309 Chamber of Commerce,

Reference: St. Louis  
National Bank.

**ST. LOUIS.**

### PICKER & BEARDSLEY,

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FOR THE SALE OF

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#### GRAIN

615 Board of Trade Bldg.,  
..... KANSAS CITY, MO.

### ROOT & SMITH, GRAIN COMMISSION MERCHANTS,

123 Board of Trade Building,  
KANSAS CITY, MO.

## MINNEAPOLIS.

### GRAIN...

Make advances  
on bills lading.

### The Van Dusen-Harrington Co.

COMMISSION,

**MINNEAPOLIS and DULUTH.**

Sell by sample and make prompt returns.

### The G. E. Gee Grain Co.

Chamber of Commerce,

**MINNEAPOLIS, MINN.**

**WHOLESALE GRAIN and FEED**

**Receivers and Shippers.**



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Solicited from every shipper of grain in the Northwest. Liberal advances made, prompt returns and perfect satisfaction guaranteed. Choice hard milling wheat supplied to Country Mills.

**DURANT, COOLEY & CO.**

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Wharf,

**BOSTON.**

### Grain Commission

Sales made to At sight draft buyers only.

**Grain, Hay, Millfeeds, Beans, Etc.**

Samples and delivered prices, Boston points required  
Members Chamber of Commerce 14 years.

## NEW YORK.

### Chas. B. Morris & Co.

COMMISSION  
DEALERS IN

## Grain, Feed, Hay and Straw

...WAREHOUSE...

Foot 131st St., Hudson River,

and alongside N. Y. C. & H. R. Railroad  
Tracks. Storage capacity for 85 cars.

**NEW YORK.**

**Prompt Returns Made on Day of Sale**

References: Mt. Morris Bank and  
Hamilton Bank, New York.

Liberal advancements made on all consignments. Goods received via all railroads.  
Bill lighterage free.



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## E. LEE HEIDENREICH

Mem. Am. Inst. Min. Engrs.  
Mem. W. Soc. Engrs.

Contracting Engineer.

SPECIALTY....

Construction of GRAIN ELEVATORS

In Wood, Steel or Cement.

ESTIMATES FURNISHED 541 Rookery,  
FIRE LOSSES ADJUSTED CHICAGO.

WESTERN ENGINEERING  
AND CONSTRUCTION CO.

Designers and Builders of

## GRAIN ELEVATORS,

Contracts taken for all kinds of heavy work.  
Estimates furnished if desired.

525-527 Unity Bldg., 79-81 Dearborn St., CHICAGO.

## The Fowler Elevator and Car Loader

Is a recently invented machine for handling grain from  
farm wagons to cars or cribs direct.

There is **Absolutely no Expense** attached to handling  
grains of any kind, either from wagons to cars or from  
cribs to ears.

**Low Dump**—only 28 inches high—any team can pull  
a load on our dump.

STATE RIGHTS FOR SALE. Address

W. A. FOWLER, WALNUT, KAN.

MILLERS NATIONAL  
INSURANCE CO.

205 La Salle Street,  
CHICAGO, ILL.

Chartered  
1865

Cash Assets, \$656,566.76

Furnishes reliable insurance on modern elevators  
and their contents at about one-half the rates  
charged by stock companies. If your elevator risk  
is up to our standard we can make you a handsome  
saving on your insurance. Full information and  
financial statement cheerfully furnished. Address  
the

MILLERS NATIONAL INS. CO.  
W. L. BARNUM, Secretary.

The GRAIN SHIPPERS'  
Mutual Fire Insurance Association

Insures only desirable risks in Iowa, and has saved its  
policy holders in the past almost 75 per cent of Board rates.  
For particulars, address

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IDA GROVE, IOWA.

GRAIN and  
LUMBER

are the two great staples of the country. Many  
grain dealers also handle lumber. If you are  
one of these you will be interested in THE TIMBERMAN,  
the weekly journal of the entire lumber  
trade. The regular price of THE TIMBERMAN  
is \$3.00 per year. Yearly subscription will be  
received for both THE TIMBERMAN and the  
Grain Dealers' Journal in combination at \$3.00  
for the two, remittance for which may be sent  
to either paper. Sample copies of THE TIMBERMAN  
may be had free upon application to J. E.  
Defebaugh, Editor and Proprietor, 334, 370  
Dearborn St., Chicago.

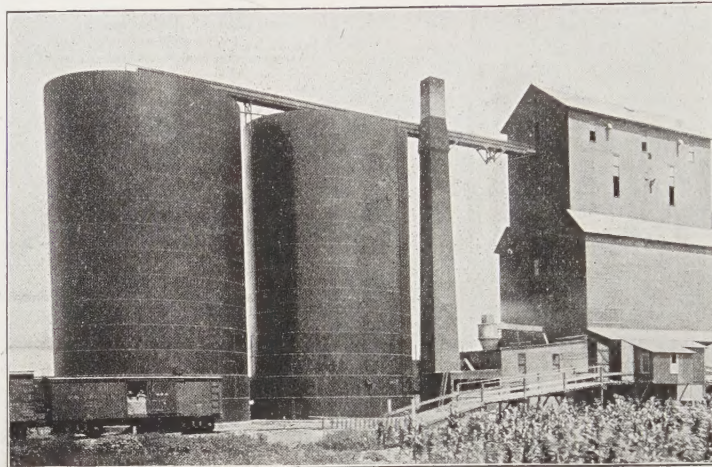
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MANUFACTURERS AND BUILDERS OF

## STEEL STORAGE TANKS

...AND...

## Steel Elevators



We  
Build

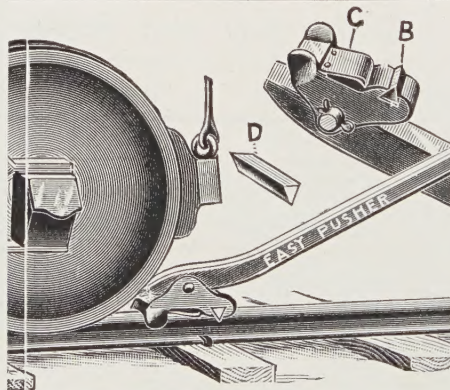
## Storage

For  
Any  
Commodity  
Of  
Any  
Capacity



GENERAL OFFICES,

790 Old Colony Building, CHICAGO.



12,000

## Easy Pushers

IN DAILY USE.

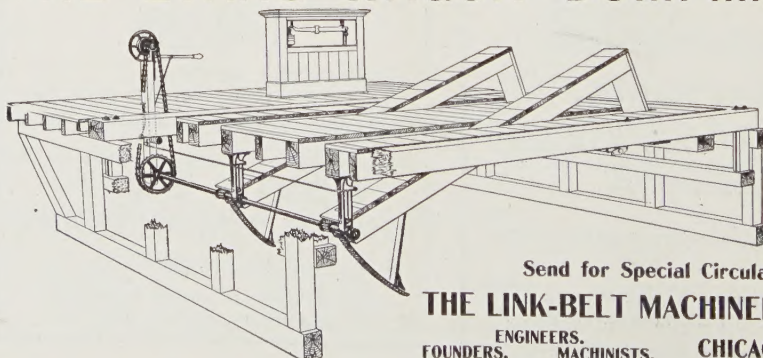
Weight 20 Lbs. Price \$5.00

SENT ON TRIAL.

Positively the Most Convenient and Powerful  
CAR MOVING DEVICE in existence.

E. H. STAFFORD CO.,  
MUSKEGON, Mich.

## THE EVANS WAGON DUMP..... PATENTED



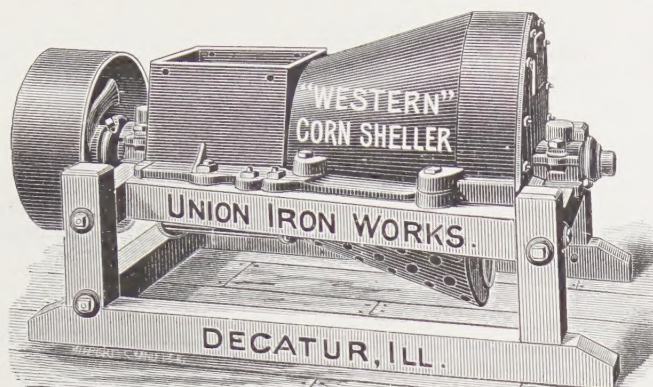
"The  
Ne Plus  
Ultra  
in  
its line."

—Quanah Mill  
& Elevator Co.  
Quanah, Texas  
July 15, 1898.

Send for Special Circular D.

THE LINK-BELT MACHINERY CO.,  
ENGINEERS, FOUNDERS, MACHINISTS, CHICAGO, U. S. A.





"WESTERN" WAREHOUSE SHELLER.

# UNION IRON WORKS

DECATUR, ILL.

Sole Manufacturers

**"WESTERN" SHELLERS AND CLEANERS  
...BEST ON EARTH...**

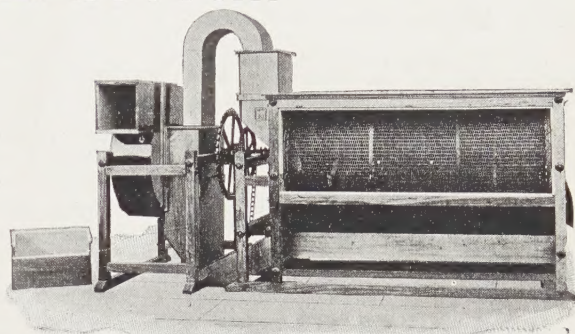
**Grain Elevators**

...and

**Elevator  
Machinery**

....A Specialty....

PLANS MADE ON APPLICATION  
BY LICENSED ARCHITECT.



"WESTERN" WAREHOUSE CLEANER.

**Write For Catalogue.**

## Mill and Warehouse Trucks,

Bag Trucks, Barrel Trucks,  
Grain Wagons, Skids, Etc.



The Celebrated...  
**"REYNOLDS"  
PLATFORM  
WAGON,**

Finest Mill Truck  
Made....

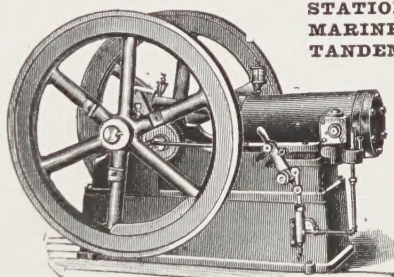
Can be run from any angle on to Scales or Elevator;  
turns in its own length; one man can carry twice as much  
on it as upon any other truck made. 23 Sizes. Get our  
Truck Catalogue and Prices.

Scales for All Purposes.

**STANDARD SCALE & FIXTURES CO.**

610 North 4th St., ST. LOUIS, MO.

## The WHITE Gas and Gasoline Engine



STATIONARY 1 to 12 H. P.  
MARINE 1 to 8 H. P., Single.  
TANDEM 4 to 16 H. P.

**SIMPLICITY!  
ECONOMY!  
DURABILITY!**

Adopted by the Elevators in the Northwest.

**Globe Iron Works Co.**  
MINNEAPOLIS, MINN.

Mention this paper.

Send for Catalog.

...THE...

## ROBINSON TELEGRAPHIC CIPHER

**Saves 80% of  
Your Telegraph Bill.**

IN GENERAL USE BY MILLERS, GRAIN  
AND PROVISION DEALERS, ETC.

Revised edition now ready, containing fifteen ad-  
ditional pages, including Quotations, Railroads,  
Grades of Grain, Mill Feed, Hay, phrases to meet the  
present demands of the trade; Bids, Acceptances,  
Billing, Shipping Instructions, Etc.

Price unchanged. Leather and Gift, \$2.00; Cloth  
Binding, \$1.50.

**S. L. ROBINSON,** 505 Rialto Building,  
CHICAGO.

When Writing Advertisers  
Kindly Mention the ....

... Grain Dealers Journal

**The GRAIN DEALERS COMPANY,**  
10 PACIFIC AVE., CHICAGO, ILL.

Gentlemen:—Enclosed find One Dollar for which please  
send the GRAIN DEALERS JOURNAL for one year to

Name \_\_\_\_\_

Post Office \_\_\_\_\_

County \_\_\_\_\_

Date \_\_\_\_\_ State \_\_\_\_\_



# GRAIN DEALERS' EXCHANGE.

## FOR SALE.

**GAS & GASOLINE ENGINES FOR SALE.**—Thos. Holliday, 197 S. Canal St., Chicago.

**GASOLINE ENGINES FOR SALE.**—23 h. p., 16 h. p., 12 h. p., 6 h. p., 4 h. p., 2½ h. p., at sacrifice. McDonald, 72 West Washington street, Chicago.

**AT ONE HALF VALUE.**—If you want to sell a grain elevator or warehouse advertise it where grain dealers will read it. That is right here.

**TWO TUBULAR BOILERS** 48 inches by 16 feet, for sale at a bargain. For prices and description address Muscatine Oat Meal Co., Muscatine, Iowa.

**SEPARATOR**—A second hand No. 4 Duplex Separator and Grader made by Barnard & Leas, for sale cheap. Address, Baumann Bros., Milwaukee, Wis.

**GRAIN CLEANERS**, engines and machinery not in use, which are in your way and increase the fire hazard of your plant, can be sold by advertising them in this column.

**FEED ROLLS; SCALES.**—3 three-high Feed Rolls, 1 1,600-bushel and 3 60-bushel Hopper Scales at a bargain; all kinds of mill machinery. S. G. Neidhart, 110 Fifth Ave., S. Minneapolis, Minn.

**ELEVATOR**—About 40,000 bus. capacity at a good grain point within 40 miles of Milwaukee for sale. Good facilities for cleaning and mixing in transit. A rare chance; good reason for selling. Address, Box 249, Milwaukee, Wis.

**IF YOU WANT** to go into the grain business write us. We wish to sell our warehouse and elevators. Can fix you out with enough to make small line or with one. Address Retiring, Box 4, Grain Dealers Journal, Chicago, Ill.

**GRAIN ELEVATOR** for sale; 35,000 to 40,000 bushel capacity. Gasoline power, all complete. Situated on Lake Erie & Western R. R. A Bargain for some one. For particulars call on or address F. E. Sharp, Deer Creek, Ill.

## FOR SALE.

**MACHINERY.**—Second hand, but in first class order as follows:

One Power Grain Shovel.

Two Oat Clippers.

One 24-inch Tripper for Belt.

One Pratt & Whitney Automatic Scale. H. W. Allen, Box 695 Silver Creek, N. Y.

**LINE OF ELEVATORS** for sale. We have a line of elevators and a first class cleaning house in Iowa, which must be sold. Price, \$75,000. F. J. Fox, Box 6, Grain Dealers Journal, Chicago, Ill.

**IRON ROOFING.**—Brand new 6, 8 and 10 feet lengths at \$1.50 per square of 10 ft. x 10 ft. Send for General Catalogue. Local and long distance telephones: "Yards 827 and 883." Chicago House Wrecking Co., West 35th and Iron Sts., Chicago, Ill.

**SCALES FOR SALE.**—We have eight (8) 500-bushel Fairbanks Hopper Scales with heavy iron pillars and wood caps, we bought at a sacrifice. We now offer, at a small advance, all or any of them. Guaranteed perfect and U. S. Standard. Address Standard Scale & Fixtures Co., 610 N. 4th Street, St. Louis, Mo.

**SECOND HAND GAS AND GASOLINE ENGINES.**—We have a big line of second hand Gas and Gasoline Engines, all in good working order, sizes from 2½ h. p. to 35 h. p. Write for prices. Local and long distance telephones "827 and 883 Yards." Chicago House Wrecking Co., West 35th and Iron Sts., Chicago, Ill.

## MISCELLANEOUS.

**IF YOU** do not find what you want advertise for it here.

**A BARGAIN.**—The fact that you read the ads. in this department should be sufficient to convince you that your ad. would be read by others. Try it.

## FOR RENT.

**TO LET.**—Space in this department, to elevator owners who wish to lease an elevator or warehouse.

## WANTED.

**CORN SHELLER** and Cleaner wanted, state condition and price. J. W. Fritz, Louisiana, Mo.

**ELEVATORS, WAREHOUSES AND GRAIN BUSINESSES** can be secured by making your want known here.

**A SECOND HAND** scale, cleaner, clipper or other machinery can be obtained at a low price by advertising your want here.

**CORN DRIER WANTED**, second hand. State condition and price. Illinois, Box 6, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR AND YARDS WANTED.**—I want to buy or rent an elevator and stock yards. Address C., Box 313, Madison, Neb.

**ELEVATOR WANTED.**—I want a small country house in Indiana or Illinois. Prefer to rent; may buy. C. A. Bryant, Box 6, Grain Dealers Journal, Chicago.

**ELEVATOR WANTED.**—I want to rent or buy an elevator at a country station in Illinois. Address Windsor, care Grain Dealers Journal, 10 Pacific Ave., Chicago, Ill.

**POSITION** as helper in country elevator wanted. Two years' experience. Married. Can furnish references. F. R. Fredericks, Box 6, Grain Dealers Journal, Chicago.

**SITUATION** as buyer, superintendent, foreman, bookkeeper, engineer or helper about a grain elevator, can be secured by advertising for same in this department.

**CORN SCOURER WANTED.**—We want one second-hand corn scourer of 50 to 75 bushels capacity, in condition for doing good work. H. L. Strong Grain Co., Coffeyville, Kan.

**HELP!** If you want an elevator superintendent, a buyer, a foreman, a bookkeeper, a machine tender or an engineer, make it known to those connected with the trade by advertising your want in this department.

**POSITION AS SUPERINTENDENT** or foreman of terminal or transfer elevator wanted. Twelve years' experience in terminal elevators. Have first class Chicago references. T. B. Ross, Box 6, Grain Dealers Journal.

**POSITION AS MANAGER.**—I want position as manager of good country station as buyer, or as superintendent of storage or transfer elevator; 20 years experience; have family; good references. E. P. Caywood, La Grange, Ill. [We have known Mr. Caywood for 10 years and believe him to be competent to handle any elevator station.—Ed.]

**POSITION AS SUPERINTENDENT.**—I want position as superintendent or foreman of grain elevator, either large or small house. Thoroughly understand handling, grading and mixing of grain. Have had ample experience, and can furnish good references. Address SUPERINTENDENT, Box 4, Care Grain Dealers Journal, Chicago, Ill.

# if U desire...

to keep informed on what is going on in the grain trade write your name and address on the back of this and mail together with One Dollar to the Grain Dealers Company, 10 Pacific Avenue, Chicago, Ill., and you will receive the

## GRAIN DEALERS JOURNAL

regularly for one year.



# GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month at  
10 PACIFIC AVE., CHICAGO, ILL.

BY THE

**GRAIN DEALERS' COMPANY.**

CHARLES S. CLARK, EDITOR.

Price, Five Cents a Copy: One Dollar Per Year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., OCTOBER 10, 1898.

The scoop-shovel shipper must go.

Receivers can revise their mailing lists frequently and save postage by it.

A clean bill of lading would relieve country grain shippers of the shortage trouble.

Kansas shippers will find a query of a Missouri Miller, in Asked and Answered, which may be of some interest to them.

Don't load your grain in a car with a leaky roof. A little time spent in cooping cars before loading grain will prove a profitable investment.

Keep your elevator clean and thereby prevent dust explosions and reduce the opportunity for grain infesting insects to secure possession of your elevator.

It does not pay to depend upon the marked capacity of a car for the weight of a shipment. A good guesser can come nearer to the weight of the grain.

Shortages in grain shipments will continue to occur until the shippers protest with sufficient persistence and emphasis to put a stop to pilfering and careless weighing.

More country elevator men are advertising their business this fall than for some time past, and judging from the way they keep at it they find it a profitable investment.

Southwestern farmers have had such good weather for plowing this fall that they have marketed but a small portion of their wheat. After they have sown their winter wheat they will be more disposed to sell.

Buffalo malt dealers are making an effort to secure the free importation of barley. At present they are working with the members of the American arbitration commission, which held a session in Quebec recently.

The wheat crop of Great Britain is said to be nearly 10,000,000 bushels in excess of what it was last year. The amount has been decreasing annually for some time past, and last year Great Britain produced only about 55,000,000 bushels.

The elevator man who neglects to keep his elevator belts in good running order must expect them to be stripped of their buckets occasionally. It is another case where an ounce of prevention is worth ten tons of cure.

An Iowa grain dealer who fears the town council will attempt to force farmers to patronize city scales, asks in this number if the council has such power. We trust dealers who have had experience in this matter will let us hear from them.

Country dealers who have been forced to attach a revenue stamp to all their weigh tickets for orders issued to farmers in payment for grain, will find a description of a very neat method of avoiding this tax in Letters from the Trade, this number.

Every regular grain dealer of the country will be welcome to attend the annual meeting of the Grain Dealers' National association, which will be held at Chicago Beach hotel November 2 and 3. A good program is being prepared and a large attendance is expected.

The attempt to secure blanket insurance on grain warehouses in Brooklyn, N. Y., has caused much acrimonious discussion in insurance circles, yet despite the action of those who propose such insurance, some of the companies are credited with issuing blanket insurance.

The Grain Dealers' Union of Southwest Iowa and Northwest Missouri added a number of new members to its list at its recent meeting. The Union is doing much good work for the dealers of its district and merits the active and earnest support of every regular dealer.

Country elevator men whose houses are well equipped with machinery invariably make the most on grain handled. It pays to invest money in good mechanical appliances for improving the quality of grain. Some have found that many grain cleaning machines pay for themselves in a short time.

An Illinois factory inspector is attempting to make some trouble for persons having buildings of four and more stories without fire escapes. If any elevator man has been requested to put in the specified fire escape which can or will be supplied by the inspector we would be pleased to know of it.

Now that the insurance companies have suffered heavy losses as a result of dust explosions in grain elevators they may be willing to place the clean house in a different class from the dirty house. Heretofore they have refused to make any difference in the two classes of houses. So the elevator man was not given any encouragement to keep his house clean. The insurance companies must sooner or later recognize the value of dust collecting apparatus. By giv-

ing a lower rate on houses equipped with first-class dust collecting apparatus they will encourage such equipment and reduce their losses due to dust explosions.

In justice to the regular dealers commission men should make an effort to prevent their bids falling into the hands of irregular dealers. It would be much better if bids were made in cipher, then meddlesome postmasters and others who may see the bids would not understand them.

It is wonderful how much money some receivers waste on old out-of-date mailing lists. Bids and market letters may be a satisfactory way of advertising, but there is nothing gained by sending them to dead men. Recently we have learned of bids being sent to two firms who have long been out of business.

The recent explosions of dust in grain elevators no doubt will be followed by the equipment of many of the plants with dust collecting apparatus. The laws of Illinois may prevent the use of dust collectors in the State public elevators, but this will not interfere with the protection of the lives of those connected with the private elevators of the state.

Reports received from some sections of the winter wheat belt are to the effect that new corn is not curing well, but despite this fact some track buyers are taking the unnecessary risk of handling the stuff and encourage its shipment by sending out bids for it. The farmers should be encouraged to hold the corn in the field until it is well cured.

Regular grain dealers will advance their own business interests by sending us the names of the firms regularly engaged in the grain business at their own and nearby stations. If they are not willing to do that much to assist us in informing the receivers and track bidders what dealers are regular, they can not blame them for sending out quotations indiscriminately.

The time to read your insurance policy is now before the fire. If you wait until after the fire you will find that most grain insurance policies contain a clause giving the insurance company the option to replace burned grain. If the market goes up of course the insurance company will not want to replace the grain, but if the market goes down it may desire to take advantage of the decline and replace \$1 per bushel grain with 50 cent grain.

Some Illinois dealers are preparing to improve the condition of damp corn before shipment. Much of it no doubt will be raised a grade by very little drying. The inspectors in the several markets will not admit corn containing much



moisture to the contract grades, for the reason that they take great risks in having the stuff heat in store. Country dealers who desire their new corn to grade number 2 will profit by equipping their house with drying facilities.

Nebraska grain dealers complain that much of the corn is infested with a new pest that works while the corn is still in the husk. We would consider it a favor if more of them would send us samples of infested corn. It is our purpose to have same examined by an entomologist, who may suggest a remedy. If much of the corn in Nebraska is infested like one sample we have secured, the elevator men of the state can expect to be given more trouble than ever by grain infesting insects.

Some of the large terminal elevators have been built for a very low figure. In fact, competition has led some of the contractors to make their bids below cost, or at least what proved to be the cost after the house was erected. One firm, new to the elevator building business, is credited with taking a large contract recently at a price \$35,000 below the lowest bid of those regularly engaged in building elevators. The profit on the job will no doubt be charged on the other side of the book. It pays to stick to a line of business you know something about.

Another explosion has occurred in a grain elevator and caused a loss of one life and three injured. The frequency of these dust explosions in grain elevators will compel elevator men to make some effort to keep their elevators clean. The last elevator destroyed by a dust explosion was that operated in connection with Fleischmann's distillery at Long Island City, N. Y. In this instance the dust arising from the grain as it was delivered into the house from a boat was ignited and an explosion followed immediately, which reduced the big elevator to a heap of ruins.

The testimony conducted by the coroner at Toledo in the Union elevator explosion has brought out the fact that the elevator was a very dirty house, that it was unusually dirty at the time of the explosion and that there were two explosions. It will be remembered by those familiar with the history of dust explosions that in nearly every instance where a grain elevator or a flour mill has been destroyed by an explosion a large explosion has been preceded by a smaller explosion. It seems that the dust of vegetable matter when exposed to a flame in an enclosed space explodes and dislodges dust that has settled about the house. The falling of this dust results in the larger explosion, which generally causes the great destruction. Reasoning from this premise it would seem possible to minimize the oppor-

tunities for the destruction of elevators by keeping them clean. The joists, ledges and other parts of the building which have exposed surfaces upon which dust can collect can have their dust holding capacity materially reduced without weakening the structure. A good sweeping occasionally of the walls of the working parts of an elevator would reduce the hazard materially.

The owner and the operator of the Union elevator, which was destroyed at Toledo by a dust explosion recently, fully recognized the danger of continuing to operate the house in its very dirty condition. They had but a few days before the explosion placed a contract with H. L. Day for a complete dust collecting system, also for Grinnell sprinklers. It was their intention to guard against the very thing which occurred, but they commenced their work too late to prevent the great destruction and loss of life. Other elevator men who hesitate can profit by the experience of the Toledo firm.

St. Louis commission men and track buyers are striving earnestly to prevent their bids getting into the hands of the farmers and irregular country shippers. A number of St. Louis firms were represented at the recent meeting of the Grain Dealers' Union of Southwest Iowa and Northwest Missouri, and each declared without hesitancy against handling the grain of the irregular shipper. The grain dealers' associations are slowly but surely establishing a firm moral sentiment in favor of supporting and encouraging the men who have invested their capital in grain handling facilities, and are prepared to buy and ship grain at all times.

We have heard so many complaints against fake paints, by country elevator men that we recently asked a manufacturer of corrugated iron what was the best paint for covering iron. He immediately flew into a rage and raved for some minutes about the many fake paints on the market. Experience has taught him that there are more fakes in the paint business than all other businesses combined and he was anxious to let it be known. After he quieted down, he informed us that iron should, when new, be covered with a couple of coats of linseed oil, preferably linseed "foots," then given a dressing with good graphite. This gives the house a lead color and protects the iron thoroughly. It is not necessary to repaint the iron frequently when given so thorough a treatment. It costs just as much to put poor paint on to an elevator as it does good paint. The good paint will not crack nor scale off. The experience of many country elevator men has proven that much of the cheap stuff does do so. After an elevator has once been covered with a coating of the cheap paint, it

should be thoroughly cleaned before repainting it with good paint. To do this the iron should be sandpapered or polished with a wire brush before applying any new paint. It pays to protect roofing and siding with good paint. It is far cheaper in the long run.

Country shippers who leave the cooping of cars to their help should issue specific instructions always to use doors which fit closely. Some shipments when they arrived at their destination recently proved short, and because the shippers attempted to retain the grain within the car by ill-fitting doors made of thin boards which permitted much grain to leak out. Thin boards will bulge and permit grain to find its way out, and doors which do not fit snugly will work out of place and leave a crack through which large prospective profits may dribble. If the shipper will inspect each car before it is permitted to leave his station he will undoubtedly prevent many losses from this cause.

Elevator men who would prefer to have fire insurance companies pay loss on grain, and not replace it, as provided in the standard policy should insist that the replacing clause be omitted in all grain insurance, and that the clause published on page 51, No. 3 of this journal, shall be used instead of the replacing clause. If the insurance companies are disposed to do what is right they will have no hesitancy in substituting the clause suggested for the replacing clause. No elevator man who pays for insurance would be satisfied to accept the replacement of his \$1 wheat with 50 cent wheat. He wants the settlement on the basis of his actual loss. The fact that the market may decline between time of fire and day of settlement does not reduce his loss. His loss must be measured by the value of the property in the market at the time of fire.

So much wheat and oats have been wet in the shock this year that the demand for a good drier is greater than for some years. The machine maker who first brings out a small drier which will do good work without great expense to the user will find a golden harvest awaiting him. In several districts of the Southwest wheat is being shipped in so damp a condition that it will not grade in any market, although it is of superior quality. If the country elevator men could secure a medium-priced drier, they would soon profit enough by drying grain to pay for the drier. A good drier too would meet the needs of the elevator man whose elevator is destroyed by fire. Seldom is the contents of the elevator burned, but the grain is always so wet as to be unmerchantable and the elevator man with his present facilities is unable to handle it, so it is generally sold for chicken feed at 10 or 15 cents per bushel.



## LETTERS FROM THE TRADE

## LENDING BAGS; LOCAL ASSOCIATIONS.

Grain Dealers Journal:—At present I think that the bag question needs stirring up in this section. If a movement can be brought about to stop loaning bags to the farmers it will force many dealers to repair their elevators and put in much needed machinery, and by so doing they will have less trouble about weights and grade.

I think if local associations could be effected in the different counties and meetings held, much of this cut-throat competition could be avoided, even though no agreement was entered into to hold prices together.

Greenville, O. E. A. GRUBBS.

## AVOIDING INTERNAL REVENUE TAX.

Grain Dealers Journal.—I notice that many country grain buyers are disposed

whatever to do with handling the money. He issues the tickets shown herewith on which it is stated the amount of grain bought, and keeps a duplicate of the ticket issued on the stub in his purchase ticket book. The same system can be used by any country grain dealer, even though he may operate but one station. If any dealer knows a better system of getting around the revenue law, I would be pleased to know of it.

J. J. R.

## SHORTAGES; A REMEDY.

Grain Dealers Journal:—The thing that is uppermost in minds of the country grain buyers at the present time is the shortage of weights at the terminal points. Why not come the populist act and lay the blame on the railroad companies? A few years ago there was an effort made to get a bill through the Kansas legislature to compel the railroad company to put in track scales at most of their stations; for some reason the bill did not pass satisfactory to the shippers and was never enforced.

a good idea to use the Kansas Grain Dealers' Association in getting some bill through the legislature that will compel the railroad companies to look after our interests. We think there should be something done at once and would like in some way to see a fund raised and used to employ a weigher to be placed at each terminal elevator to look after the weights for two months. If the elevator men are honest they will have no objection to this scheme. We would like to see some such scheme as this given a trial at once. We are willing to contribute \$25 to such a fund.

We would suggest that each member of the State association pay 50 cents a car on all wheat that he sends to market, and all receiving firms that are members be assessed something; use the fund to employ a weigher to be placed at each elevator to look after weights. Let these men be under the control of the secretary and be sent from the counties that are shipping the most wheat. Now if this proposition is any good we would like to see it enforced at once. We will pay a man ourselves for two months and place him under the control of the secretary, to be put at any elevator he sees fit, providing the association has men at each elevator in Kansas City. Yours,

W. W. MILLER & SONS.

Anthony, Kan.

## WORK OF THE KANSAS ASSOCIATION.

Grain Dealers Journal:—The meeting at Chanute Sept. 14th was not as well attended as I hoped for, but we formed a permanent organization and it will meet once a month from now until the close of the crop year.

The Coffeyville meeting, Sept. 15th, was well attended and all matters of interest taken up and discussed. A permanent organization was formed; E. D. Morgan was elected permanent chairman and H. L. Strong secretary. All of the differences existing between the

|                  |   |           |
|------------------|---|-----------|
| PENCER GRAIN CO. | Draft No. _____   | 189 _____ |
|                  | \$ _____  |           |
|                  | Received of Pencer Grain Co.,   |           |
|                  | _____ Dollars,  |           |
|                  | which _____ hereby agree not to lend or use in any manner except for the purpose of paying for grain and other produce for said firm. |           |
|                  | Receipt No. _____   |           |

to feel that the internal revenue stamp which they are required to attach to checks given to farmers in payment for grain brought to elevator is a burden, and are seeking to avoid the payment of same. In the Northwest, some of the line companies have adopted a system whereby they are able to avoid the tax. They first deposit their money with the local merchants or bankers, for which they take a receipt. Some of them have more than one payor in a market.

I enclose herewith a copy of receipt used by a line company in Northwest Iowa. All of these receipts specifically provide that the money placed with the payor is to be used for paying for grain only for the grain buyer. This makes the payor, be he banker or merchant, serve the company in the capacity of cashier. The grain company issues a ticket to the farmer when he brings grain to the elevator, in which is stated the kind, grade and quantity of grain received, the name of the grower, price per bushel, and the total amount due the grower for same. On the bottom of this ticket is printed a receipt in which must be stated the amount of money paid to grower by the grain company's cashier. The grower then signs the receipt which shows that he received the money of the grain buyer. The banker or merchant who pays the money does not appear in the transaction. No order for the payment of money is issued, so no revenue stamp is necessary. The merchants or bankers are glad to serve the grain company for the use of the money which they get. In some places, of course, it virtually doubles the number of employees of the grain company. The company's local buyer has nothing

The grain of Kansas furnishes a heavy tonnage to the railroads and we see no reason why they should not reimburse the shipper for loss of grain, the same as they do a grocery man for the loss of

|                       |  |                               |                  |
|-----------------------|--|-------------------------------|------------------|
| PENCER GRAIN COMPANY. | No. _____  | Station, _____                | 1898.            |
|                       | Bought of _____  |                               | Grower,          |
|                       | Net Bu. _____  | Grade _____                   | Grain _____      |
|                       | At _____   |                               | per Bu. \$ _____ |
|                       | Per _____  | Agent.                        |                  |
|                       | \$ _____   | Received of PENCER GRAIN CO., |                  |
|                       | _____ Dollars,   |                               |                  |
|                       | In payment of above Grain upon the express representation by the undersigned that the above mentioned Grain is not subject to any landlord's lien or chattel mortgage. |                               |                  |
|                       |  |                               | Grower.          |

a package of coffee or a bar of soap. If the freight is too low to give the railroad companies anything for guaranteeing the weight, then let the freight rate be raised to a price where they can afford to put in scales and pay the shipper for any wheat that may be lost while in transit. They could have the scales near the elevators and see that the elevators did not take the wheat from them, as they do the shipper at present.

The dealers of our State are getting well organized and I think it would be

dealers in that territory were fixed up satisfactorily.

The Wellington meeting was held on the evening of Sept. 20th with 55 regular dealers present. Geo. S. Hunter was elected permanent chairman and Mr. Moodie of Carter & Moodie, secretary. They will hold a meeting once a month from now until the close of the crop year. I never had the pleasure of attending a more enthusiastic meeting than this Wellington meeting. Every regular grain dealer in Harper and Sum-



ner counties is now a member of our organization. Personal fights of years' standing were fixed up at this meeting or directly afterward. I secured 26 new applications in that territory the week I spent there.

The Wichita meeting was held on the evening of Sept. 22nd with 45 regular dealers present. Mr. Mitchell, representing Hall & Robinson in that territory, was elected permanent chairman and Mr. Heenan, secretary. They will hold their meetings once a month from now until the close of the crop year. It is left to the local secretaries at the different points to name the time of meeting. It will be a matter now of only a short time until every dealer in that section of the State will belong to the organization. I shall call a meeting of the dealers next at Great Bend, and then Salina, and possibly a meeting at La Crosse.

I am advised that a firm not yet known to me in Kansas City has issued a circular and sent same throughout the state to the farmers, advising them to club together and ship their own grain. There are four firms in Kansas City that persist in soliciting business from irregular dealers, and when their attention is called to it by the dealers or myself, they claim that they thought they were regular dealers, and get out of it this way. I should make known their names to every regular dealer in the State of Kansas if they persist in this kind of business. E. J. SMILEY.

Concordia, Kan.

#### HAS NOT DISCONTINUED BUSINESS.

Grain Dealers Journal.—I carried \$5,600 of insurance on my elevator, which was destroyed by fire September 23; this was on the building, grain, seed, office, coal house and contents. The building was a total loss, and contained between 3,000 and 4,000 bushels of grain, timothy seed and clover, out of which I saved about 75 bushels of clover seed. The office, coal house and contents were saved.

The next morning after the fire I posted a notice that I would continue in business, and am now using my old office and renting the old Sprague elevator until I can rebuild. I took in corn and oats to-day and will be busy now for some time to come. The origin of the fire is not known and was well under way before it was discovered and when discovered was coming out all around under the roof. The fire was first seen at about 11:15 p. m.

Bement, Ill.

C. A. Burks.

#### KILLING WEEVIL IN GRAIN.

Grain Dealers Journal.—There is one way by which many grain dealers could make lots of money, and that is by purchasing weevily grain at the reduced price it usually brings on the market, killing the weevil with Fuma Carbon Bisulphite, cleaning the grain and then selling it at an advanced price. The opportunity is open to nearly every dealer. Few do not receive weevily grain at frequent intervals. Weevils, and other grain infesting insects, have a firm grip on the grain of the country and are doing an enormous damage. The sooner they are destroyed, the sooner will the farmer get good prices for all grain taken to market.

It is a very easy matter to kill weevils, or any kind of animal life in freight car, bin, or elevator, as a death atmosphere can easily be secured by pouring the liquid carbon into the grain. It

takes but a little of the vapor which arises from the fluid to fill the interstices and kill the insects hiding there. The proper place to eradicate the pest is on the farm, but I doubt if the farmers will ever take up the matter in earnest and wage a vigorous war against the grain destroying insects. Their ravages can never be stopped till the farmers do this, but an improvement can be brought about. If grain dealers will take up the matter, keep their own grain storehouses clean, subject all grain infested with insects to carbon and encourage farmers to do likewise, it will be a source of profit to the grain dealer as well as the farmer.

Weevily grain can be improved even after it arrives at its destination by pouring carbon over the grain and closing the car tight. The fumes arising from the fluid being heavier than air will pass down through the grain and extinguish all animal life. I have known of grain dealers doing this very successfully and doubtless others will follow suit when they have the opportunity. Very respectfully,

W. S. D.

#### JOHN F. HOWARD.

Mr. John F. Howard, a native of Michigan, was born in the little village of Constantine in 1868. He came to Chicago at 20 years of age and accepted a



John F. Howard, Chicago.

position with the firm of Lasier, Timberlake & Co., in whose employ he remained for seven years. Until recently he was connected with the Calumet Grain & Elevator Co. and represented them on the road, having Illinois for his territory. He has recently severed his connections with this firm and is now engaged with Merrill & Lyon, cash grain receivers and shippers of Chicago. He will represent them on the floor, being in charge of the receiving department. Mr. Howard is a hale fellow well met, has a large circle of friends and is very popular.

Many reports of the wheat crop of Kentucky and Kansas are quite discouraging. So much of the grain was wet in the shock that it is wet and unfit for use.

#### HOW COMMISSION FIRMS WRONG LOCAL DEALERS.

[A paper read by G. A. Stibbens, of Coburg, Ia., at the Council Bluffs meeting of The Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri.]

This subject is a delicate one, but a serious problem confronts us, and it must be met fairly and firmly. It may be somewhat of a surprise to the commission people, to be accused of wronging the local dealers. We are pleased to state that there are commission houses doing business in our territory, who give the local dealers the very best of support. On the other hand, we are grieved to say there are some commission firms doing business in our territory, who do just the opposite. The irregular dealer and the farmer consigns a car of grain to some commission firm, the draft is usually paid, the grain sold at the very best price and returns promptly made. They advise the party to consign again and their shipments will have the very best of attention on arrival. These are facts that cannot be disputed.

Every commission house has a list of the regular dealers, or could have, if it wanted one. As soon as a receiver is notified of a shipment, he well knows whether it is from a regular or irregular dealer. When he learns it is from an irregular dealer, how easy it would be to turn down the draft. But, how often is it done? We frequently receive letters from receiving houses, stating they are incorporated according to the laws of the state and are compelled to receive consignments from any one. They claim they get no business from the regular dealer at the station in question, and give us distinctly to understand they are out for business, and propose to get it wherever they can.

A commission house that cannot exist without the trade of irregular dealers, is not worthy of the name it bears. The sooner the trade learns to shun such people the better the business will prosper. How often do you hear of a receiving house notifying the irregular shipper after receiving the first consignment, that he does not want his business. If this were done and the irregular fellows learned their drafts would not be honored this class of shippers would very soon cease to exist. It is impossible for a dealer to give business to every commission man that solicits his trade. After a house has solicited your trade for a while, and does not get it, it frequently concludes to get even with you by creating a "Scalper" at your station. When this is done it feels proud of the fact, that your business has been ruined in order to gratify its greed. If every regular dealer will positively refuse to do business with any receiving house that receives shipments from other than regular dealers this trouble will soon be ended.

A few track buyers and receiving houses, send bids to "Scalpers," farmers and people who have been out of business for years. Why is this done? Simply because they do not take the trouble to revise their lists occasionally. If they would ask for a list of the regular dealers, they could procure it at once. A track buyer or a receiving house, that bids "Scalpers" and farmers should be ignored by every regular dealer, and the same rule should apply to any one making a practice of receiving



consignments from irregular shippers. What assurance has the receiver, if the irregular shipper makes an over-draft, that he will make it good? On the other hand, how often does the regular shipper makes an over-draft? And if so does the receiver have any trouble to get him to pay it? If this is true, and I think it is, what explanation can you make for dealing with the irregular fellows?

One receiving house will say, I propose to run my own business, and will not allow any Grain Association to dictate to me. A commission firm that takes such a stand would rather ruin the business of a dozen dealers who have an investment, than to lose half a dozen cars of grain from a "Scalper." This evil of the trade can be eradicated by absolutely refusing to do business with any man, who will bid or receive consignments from "Scalpers." When each receiving house and track buyer fully understands he can get no business from the regular dealers unless he refrains from dealing with "Scalpers," there will be no more trouble along the line.

The country dealers should have an understanding with the commission houses and track buyers in order to know what to expect from each other. Their interests are identical and they should fully understand whether the business is to be conducted in a manner beneficial to all concerned. A dishonest commission house or track buyer should be severely let alone, and the same can be said in regard to the dishonest country dealer. Ordinarily, there is enough grain for all in the business. Then why is it that a great many of us persist in doing business for nothing? We are not in favor of taking exorbitant profits, but we do insist that every man in the grain business should have a legitimate margin.

People in the grain business are largely to blame for not getting a reasonable profit. The commission man and track buyer strains every nerve to pay an eighth more than his competitor. The country dealer often times will pay half to one cent more to take the grain from his competitor. He also will set the price up, because the farmer tells him some other town is paying more. A man connected with the grain trade, who goes to the wall gets no sympathy from the outside world. They say he is a fool, and has given his money to the farmers for the sake of doing business. Did you ever hear of a farmer helping to start up a broken grain dealer? No. You never will. But you will always find them ready to take the money from the next sucker that chances to come along.

A man operating an elevator ordinarily is considered a regular dealer, and usually he is. We have a few elevator owners in our territory, who are greater disturbers than any "Scalper" we ever had to contend with, but when a commission house is asked to discontinue bidding them, a great howl goes up and they tell us we have no right to ask them not to do business with an elevator owner. We claim, a disturber, who owns one, or a dozen elevators should be treated the same as the worst "Scalper" in the country. Is there any good reason, why a dealer, that operates an elevator should ruin the business of twenty men, who are doing a legitimate

business? Country dealers should be willing to live and let live, or be boycotted. This may seem very plain language, but the time has come, when it is necessary to adopt stringent measures. How many members of this Union are ready to pledge themselves to support heartily the principles outlined in this paper. Dealers, if you will give us your moral and financial support, and treat your competitor fairly we will soon remove the evils of the trade.

We desire to impress upon your minds that every commission house who receives consignments from irregular dealers is your enemy; and the same can be said of the track buyer who bids farmers and "Scalpers." Each of you know this statement is true. Then is it necessary to tell you, what you should do in order to drive such pirates out of the trade? I think not.

Leaving this subject; I wish to drop a few general remarks to the country dealers. I ask you to consider for a moment, the present condition of the trade, compare it with what it was prior to the organization of this Union. In what condition did we find the trade? Thoroughly demoralized; one to three "Scalpers," at each station, and local dealers paying more for grain at some stations, than track buyers. Is it any wonder, that country dealers awoke to a full realization of their condition? You ask, What is the condition of the trade at this time? Not four "Scalpers" in the entire territory, and dealers working harmoniously, with a very few exceptions. With but one exception, where there is discord among dealers at the present time, they are, themselves, to blame for it.

There are a few dealers throughout the territory who claim the Union is of no benefit to them, and they refuse to contribute one dollar per month for its support. To this class of dealers, we put the question—Have you, in any manner whatever, done the slightest thing to aid the Union, except grumble and growl about the fat salaries paid the officers? We can never have a harmonious grain trade until every dealer in the territory concludes he will buy grain on a reasonable margin, or not buy it at all.

Quite a number of our dealers never get out to our meetings, and I presume they think enough will attend and they stay at home. Suppose all our members would do this we would have no meetings. These meetings have done as much as any one thing to harmonize the trade; dealers have become acquainted, and learned their competitor was not as bad a character as they imagined. We are satisfied, we learn something at each meeting, and we wish we could say a word that would induce every member to attend the meetings, as the oftener we get together, the better friends we become. We cannot carry on this organization successfully unless we have the support of all its members. In conclusion, I urge every dealer present, to go from this room more determined than ever, that he will work smoothly with his neighbor. Do not forget, when you "buck" your competitor, that you not only injure your own business, but you ruin the trade at all the stations surrounding you.

This year's wheat crop in France is the largest since 1874.

## TRANSPORTATION

Much western corn is going via St. Louis and Peoria to Newport News and Baltimore.

Some grain shippers are said to be avoiding New York on account of the exorbitant lighterage and other charges.

The grain traffic on the Grand Trunk Ry. at Midland, Ont., has been so heavy that the elevating facilities at that point have been severely taxed.

The Detroit, Grand Rapids & Western Ry. is going to build an extension of its line from Grand Rapids to Muskegon, in order to get a more direct line east and west. This would also give it a chance to use its ferry system to Milwaukee to better advantage.

The preliminary survey of the route of the proposed Nicaragua canal has been completed, and the engineers report that the project is feasible, and that such a waterway can be quickly and cheaply cut through. If this is done it will make a good and quick outlet for the export grain of the Pacific coast.

The Choctaw, Oklahoma & Gulf Ry. Co. has concluded negotiations for the lease of the Little Rock & Memphis, which is to be sold under foreclosure this month. It will build a connecting link between the present eastern terminus of the Choctaw, Oklahoma & Gulf at Wister, Ind. Ter., east to Little Rock, Ark., a distance of 153 miles.

Reports from all sections of the country in the freight departments of the different roads show a steady growth in business, and some of the roads are experiencing a car famine. Grain shippers will pay demurrage for delaying the property of the carriers and suffer from the delay of their own property by the same carrier without a murmur.

The Missouri Pacific Ry. met the cut rate on wheat and corn made by the Atchison, Topeka & Santa Fe. And on October 1 it reduced its rate on wheat 5 cents and on corn 2 cents for grain from points on the line in Nebraska and Kansas to St. Louis, East St. Louis and Carondelet. It is thought that the cut rate will encourage the movement of grain to St. Louis.

To improve and develop the transportation facilities of New York state, a commission on state commerce has been organized, with Charles A. Schieren as chairman and Alexander H. Smith as secretary. At the outset it will undertake the investigation of the following subjects: Deepening the channels of the port of New York, dock rentals, port charges, pilot fees, availability of the water front above Hell Gate and beyond Fort Hamilton, workhouse facilities, grain elevator charges, differential railroad charges, the lighterage system, the bearing of the Erie canal and Canadian canals upon New York commerce, the western demarkation line tributary to New York, a comparison of charges at New York and other ports, and complete statistics of New York commerce.

The work on the elevator at Berlin, N. H., is being rapidly pushed, and will soon be completed. It is 500 feet long and 50 feet wide.

The new yards of the Grand Trunk railway at Portland, Me., now nearly completed, will hold 2,000 cars. This will relieve the lower yard and greatly facilitate the loading and unloading of steamers.



## ASKED AND ANSWERED

### WANTS INFORMATION ABOUT CORN DRIERS.

Grain Dealers Journal.—Aside from the Cutler drier do you know of any good drier that will dry corn without grinding it? I want to dry corn whole and will be pleased to hear from any dealer who has had experience with driers.

W. F. Banta, Ridgelfarm, Ill.

### ADDRESSES OF DEALERS WANTED.

Grain Dealers Journal:—I would be pleased to know the names of some reliable grain dealers in Wichita, Coffeyville and Winfield, Kan. H. White & Son, Drexel Roller Mills, Drexel, Mo.

(Ans.—H. L. Strong Grain Co., Coffeyville, Kan.; E. D. Morgan; Winfield, Kan.; E. G. Cole, E. Lamont; Wichita, Kan.; J. S. McCauley, McGivney & Gould, Nevling Grain Co., Oliver & Emboden.)

### CAN TOWN COMPEL USE OF SCALES.

Grain Dealers Journal:—The townspeople here are talking of putting in a city scale. I would like to know what satisfaction scales have given where they have been put in by the town, and if the town can compel the farmer to weigh over its scale and charge them for weighing if the farmer is willing to take the dealers' weights? Any dealer who can give me any information will confer a great favor. I would like to know soon, as the council will meet the first Tuesday in November to decide.

W. H. Booher, Danbury, Ia.

### MICHIGAN CROP REPORT.

Michigan, Department of State, Lansing, October 8, 1898.—The number of acres of growing wheat in the State last spring as returned by supervisors in the Farm Statistics was 1,730,224; the average yield per acre as found by threshing is 19.12 bushels, and the total yield in the State 33,083,261 bushels. The total yield is found by multiplying the number of acres in each county by the average per acre in the same county and footing the products. The average per acre in the southern counties is 19.36 bushels; in the central, 19.60 bushels, and in the northern, 15.02 bushels. These averages are based upon a return of 164,183 acres threshed in the southern counties, more than 28,000 in the central counties, and more than 10,000 in the northern counties. The average per acre in the State is 0.52 bushels, and in the southern counties, 0.55 bushels less than the September estimates.

It should perhaps be pointed out that the returns that will be made by supervisors next spring may show that the acreage actually harvested this year was less than above stated. The number of "acres harvested," as reported by supervisors the next spring after the harvest, is nearly always less than the "acres on the ground" reported in the spring preceding the harvest. No further estimate of the wheat crop of the present year will be made by this department.

The total number of bushels of wheat reported marketed by farmers since the September report was published is 2,154,884, and in the two months, August and September, 3,867,281. This is 232,249 bushels more than reported marketed in the same months last year.

Oats are estimated to yield 31.75 bushels per acre, barley 21.79 bushels, and corn 58 bushels of ears. The estimate for oats is from threshers' records. The estimates indicate that these are all full average crops. Corn was very generally harvested without damage by frost.

Potatoes are estimated to yield 68 per cent. and beans 66 per cent. of average crops.—Washington Gardner, Secretary of State.

### THE VICTOR CORN SHELLE.

The shelling of corn for the market is a vast industry and the machines for this purpose are numerous. Power shellers must be used in the elevators and warehouses along the line of the railroads, and where great strength and large capacity are required the Victor Sheller fills the bill. Being all iron, except the frame in which it is mounted, it is of great durability.

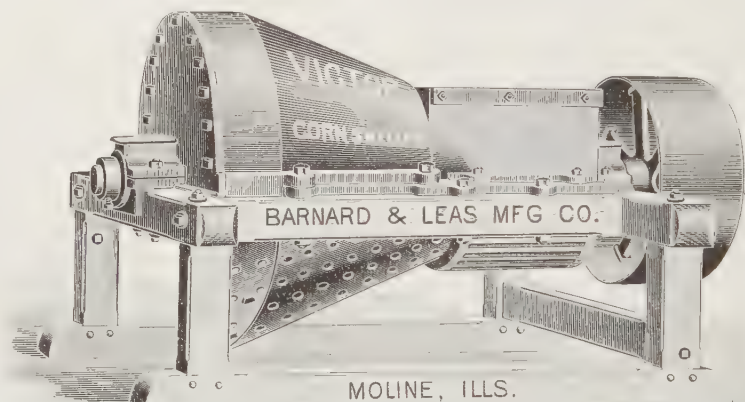
It consists of a heavy steel shaft mounted on a bearing at each end of the frame. On this shaft are securely fastened the feeders, which feed the ears into the sheller, and the conical shelling cone having chilled iron teeth. On the end of the shaft is placed a pulley to receive motion by belt. On the strong wooden frame is mounted an iron hopper, having a slotted iron semi-circular

the machine to be run either way, and thus avoids crossing the belt. It can be adjusted by loosening collar on one end of the shaft and pulley on the other end, and moving the shaft either forward or backward, as the condition of the corn may require. The machine is very substantially built, and has but two journals. It will not clog, can be stopped and started, no matter how much corn may be in the hopper or dump, and can be set in any manner most convenient. Any additional information can be secured by addressing the Barnard & Leas Mfg. Co.

## SUITS AND DECISIONS

John Wagenknecht, of Toledo, O., has brought suit against the C., H. & D. Ry. and the C. H. & D. Elevator company for \$50,000. He claims that on Feb. 19 he was crippled for life by being hurt on a flying switch, which was due to the negligence of the defendants.

In the suit of Stewart v. Comer, the supreme court of Georgia holds that where a carrier has an option as to the mode of shipment, it is its duty to exercise it reasonably for the best interests of the consignee, and it is a breach of the contract to exercise it to his dis-



The Victor Corn Sheller.

bottom in which revolve the feeders. Next to the hopper is the conical shelling case in halves securely bolted to the frame.

The inside of this case has chilled iron teeth or projections, while the lower half has in addition openings. On the end of this upper half which projects some six inches or more beyond the lower one, is bolted a semi-circular iron plate, which forms a chamber for the outlet of the cobs and corn. A large portion of the shelled corn, however, will pass through the openings in the lower half of the hopper, and in the lower half of the case before reaching the discharge chamber. Motion being imparted to the shaft, causing it to revolve, the feeders revolving in the hopper not only feed the corn in between the shelling cone, and the stationary shelling case but shells a large amount of the corn in doing so. The corn in passing through the shelling case is all removed from the cobs by the action of the revolving cone, and both corn and cobs are discharged out at the end of the sheller.

The sheller has a patent feeder, which adjusts itself automatically, allowing

advantage, unless it is done in good faith and under circumstances which seem to require it.

In the suit of J. L. Fuller v. Sue A. Hoyt at Council Bluffs, Ia., a verdict was rendered in favor of the plaintiff, fixing his damages at \$3,447.73. The plaintiff sued for \$4,600. It seems that Mrs. Hoyt in 1894 got out a writ of attachment against 20,000 bushels of corn belonging to the plaintiff to secure an alleged claim of \$500. The attachment was later released and Fuller brought suit for \$4,600 damages, claiming he had lost that amount on the sale of the corn on account of it being attached. At the time the corn was attached it was worth 65 cents, and that he was forced to sell it for 45 cents after the attachment had been released. The plaintiff also filed an amended petition setting forth that the seizure of \$11,000 worth of corn to secure an alleged claim of \$500 was excessive. This case it is said will be appealed.

In the suit of the Bank of Woodland v. B. F. Duncan, to replevin 450 sacks of wheat, the decision of the lower court was reversed by the Supreme Court of Minnesota. During 1892-93 the bank



held two mortgages on a part of J. R. & B. F. Davison's crop of growing wheat, to secure two promissory notes of \$4,500 and \$2,958.78, the mortgagors to care for, protect harvest, sack and deliver the same to the mortgagee or his assigns. The bank received the notes and mortgages by assignment from Wolf Levy. At harvest time the Davidsons had B. F. Duncan, who was the owner of a threshing outfit, to harvest the entire crop for which services he charged \$500. The Davidsons gave Duncan an order on Levy for that amount, but Levy refused to honor it, whereupon the Davidsons told Duncan to take sufficient wheat to secure his account, which he did, against the protests of the bank's agents. The bank sued to recover the wheat taken and lost the suit. The supreme court reversed the decision, holding that the bank's claims should be first satisfied.

## THE SUPPLY TRADE

The Frost Mfg. Co. has been running its shops at Galesburg, Ill., night and day all summer, but is now able to keep up with orders by running 14 hours a day.

F. K. Webster, president of the Webster Mfg. Co., and John S. Metcalf have just returned from a seven weeks' trip abroad. They traveled 13,000 miles and visited many points of interest in England, France, Germany, Denmark and Holland. Each returned greatly improved in health.

Fuma, a preparation of Bisulfide of Carbon, is the name of an article that kills weevil and other insects which infest grain. It is manufactured by Edward R. Taylor of Cleveland, O. Any person who has grain infested with weevil or other insects will do well to write for the very interesting circular on this subject which is sent for the asking.

We are in receipt of the catalog of The Standard Scale & Fixture Co. of St. Louis, Mo., describing and illustrating its Standard Scales; also its Truck Catalog and Price List. This company manufactures and handles a complete line of these goods, also a few useful specialties, including scoops, bag holders, pinch bars, etc. Those who wish to post themselves in regard to this line of goods should send for its catalog, which will be mailed free on request.

The annual catalogue and price list of the Barnard and Leas Mfg. Co., Moline, Ill., for 1899 has reached our desk. This volume contains 300 pages of illustrated reading matter, with a complete alphabetical index in the rear, thus making it very easy for the elevator man to find what he needs. The appearance of this catalogue shows that the compilers have spared neither time nor pains to make it complete in every detail. The book is well bound and encased in a neat cover. A copy of this catalogue may be obtained by writing the firm at Moline.

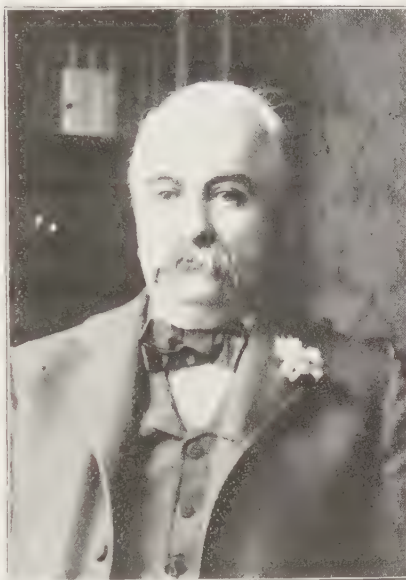
We are in receipt of a catalogue of The Chicago House Wrecking Co., of Chicago, which is one of the largest and most extensive institutions of its kind. Its business consists in the purchase and sale of entire stocks of general merchandise from sheriffs', receivers', assignees', manufacturers' and trustees' sales. It also buys and dismantles large buildings, factory plants, machinery, etc. Its large plant is located at W. 35th and Iron Sts. and there one can find anything from a sheet of corrugated iron to

a steam engine. This firm will gladly mail catalogue to any one for the asking.

The Union Iron Works, of Decatur, Ill., has issued a very complete catalog describing the "Western" Machinery. It is of a standard size, printed on calendar book paper and profusely illustrated. Its cover is of artistic design and on the front is embossed. The contents are well arranged, so that the user experiences no difficulty whatever in finding the information wanted, and anything from an elevator bolt to a steam engine can be found within its pages. A copy of this useful catalogue can be had by writing the firm at Decatur, Ill.

### DEATH OF GILBERT MONTAGUE.

Gilbert Montague, the senior member of the firm of Montague, Barrett & Co., one of the oldest members of the Board of Trade, and for thirty years a resi-



Gilbert Montague, Chicago.

dent of Chicago, died at his home Sept. 23, of heart disease. Mr. Montague was born in North Leverett, Mass., Nov. 24, 1834. Prior to his coming to Chicago in 1868, he was for some years in the grain commission business in New York City under the firm name of Montague & Baker.

He commenced business in Chicago in 1871, establishing the firm of G. Montague & Co., which firm name remained unchanged until 1894, when it became Montague, Barrett & Co. He has occupied with conspicuous ability various positions connected with the Chicago Board of Trade. He was recently appointed by the government as flour inspector at the Indian warehouse in Chicago. Mr. Montague was one of the founders of the Board of Trade Mutual Benefit Association, an organization for the insurance of the members and their employees, and at the time of his death was a member of the Executive committee. This association is in its seventh year and in a very prosperous condition, largely due to his untiring efforts.

Mr. Montague was faithful to every trust and conscientious in the discharge of his duties. He was affable and considerate of the rights of others, one whom it was always a pleasure to meet, and possessed of those sterling quali-

ties that endeared him to those who knew him best. Mr. Montague was sixty-three years old. He leaves a wife and step-daughter.

### BOOKS RECEIVED.

FLAX DOCKAGE TABLES is the name of a new set of tables compiled to assist buyers in quickly ascertaining the number of bushels in any number of pounds of flax seed with any per cent of dockage for dirt. The tables can be used for any other grain that weighs 56 pounds to the bushel. If you had a load of flax weighing 2,440 pounds with a 9½ per cent dockage for dirt and wished to find out the number of net bushels you would turn to the page on which are the figures 2,400; then under the dark faced figures 40 and opposite 9½ will be found the figures 24, these stand for pounds. In the margin on either side of the section in which 24 is found are the figures 39 in heavier type, which stand for bushels; thus it will be seen that you have 39 bushels and 24 pounds net. These tables are published by E. D. Davis and copies can be had by addressing him at Minneapolis, Minn. Price, 25 cents.

### OUR COB PILE.

Clark's Grain Tables for Wagon Loads, with dockage tables for wheat, are being used extensively in the Northwest.

Northwestern farmers are credited with being disposed to hoard their wheat a little longer. A bulge in the price would start it to market.

Coal Dealer, anxiously—Hold, on! That load hasn't been weighed. It looks to me rather large for a ton. Driver—'Tain't intended for a ton. It's two tons.

British statesmen are advocating the erection of government wheat stores in which large supplies could be kept in case of war emergencies and short crops.

Many letters received from Texas dealers recently have stamped across the top: "Members Texas Grain Dealers' Association." They are not only proud of their association, but anxious to advertise it and thereby help it along.

A. J. Poor, a grain man of Kansas City, Mo., was severely shocked recently by the receipt of a grain sample in a woman's stocking. There was nothing else in the hose. The shipper was evidently long on hose and short on bags.

Recent experiments conducted by the Russian Admiralty at the naval proving grounds near St. Petersburg, to test the superiority of cellulose packing for protecting war ships from projectiles of an adversary's guns, proved very satisfactory.

The elevator pool at Buffalo appears to have lost its grip on the throats of western grain men. But as grain is being handled without charge, it is well to expect a reorganization some day, including some of the present opposing elements.—Toledo Daily Market Report.

S. H. Greeley is out after the fellows who helped to pass the amendment to the Illinois state warehouse law, which in spite of the constitution provides that public elevator men shall be permitted to deal in grain stored in their own elevators. A meeting of farmers and citizens will be held at different points in the State during the month, and will be addressed by Mr. Greeley. During the month he will speak at Cabery, Kankakee, Decatur and Danville.



## MEETING OF GRAIN DEALERS' UNION.

The meeting of the Grain Dealers' Union of Southwestern Iowa and Northwest Missouri at Council Bluffs, announced in the last number of this journal was called to order at 2:10 p. m., September 28 by President D. Hunter, of Hamburg, who said:

"I am glad to see so many commission men present and especially pleased to see so many present from St. Louis. I am equally disappointed in the small attendance of local dealers. I am sorry the secretary has put me down for an address as I have had no experience in delivering addresses so you must excuse me."

W. C. Bayles, secretary and treasurer of the Mt. Pleasant Milling Co., will read a paper on the "Benefits of Organization." Mr. Bayles read the following paper, which was listened to attentively and enjoyed by all:

Had our friend Stibbens asked me to prepare a paper on the Klondyke, or on the suffering in the trenches before Santiago de Cuba he could hardly have taken me at a greater disadvantage than in asking me to write about "The Benefits of Organization." I have never seen the Klondyke nor been in Cuba, and I have experienced none of the benefits of organization. Perhaps I am supposed to be able to tell all about it for the same reason that a street waif can dilate on the pleasures of a Christmas dinner. Not because he has ever tasted one, but because he has not. And his knowledge comes from standing out in a wintry street peering in a hungry way through some cozy window watching a Christmas feast. Doubtless this theory is a correct one. A man must be pinched by poverty before he can enjoy wealth and he must suffer sickness and pain before he has a just appreciation of good health. All my good friends in southwestern Iowa are enjoying the benefits of organization and have doubtless forgotten the evils which come from throat-cutting and every fellow for himself.

There is a big pile of grain raised in this country every year. The 1897 crop of wheat, corn, oats, rye, barley and buckwheat amounted to three billion two hundred and forty million nine hundred and thirty thousand bushels. There is none of us who can comprehend the size of such a pile of grain. It would take 6,481,860 freight cars to hold the crop for that one year. It would take 216,000 locomotives to pull such a train. And the train would be 39,284 miles long. A train like this would encircle the globe at the equator and have 356,000 cars left over. Give to every man, woman and child in the United States an equal share of the 1897 crop and there would be 2,655 pounds for each and every one. Were one man to undertake to weigh, over a single wagon scale, as much grain as was raised in our own country in the one crop of 1897, and each wagon were to contain 40 bushels, and the man should spend 5 minutes weighing each load, and work without loss of time 10 hours each day, for 365 days each year, it would take him a long time to weigh as much grain as was raised last year. If he were to be finishing his job now he would have had to begin weighing not a generation ago; not when Washington was president; not when the Pilgrims landed on Plymouth Rock; not when Columbus set sail from the port of Palos, but away back in time before the Vikings had landed on Martha's Vineyard; before Hengist and Horsa had landed on the Island of Thanet; before Alaric had captured Rome; before a single word of the gospels had been written; back, indeed, to that far off day when some youthful Jewish lovers wandering by moonlight without the city could tell one another of how they had seen Jesus die on the cross planted on the hill above them. A man could weigh a big pile of grain in 1,850 years. But it would take that long for one man to weigh the crop of a single year as raised in our own country.

The grain men of this country must handle all this grain. The producer and the consumer must be brought together. There is a class of politicians who make capital for themselves by denouncing the so-called "middle-men" as though the mid-

dle-men were barnacles or leeches who fatten on the blood and sweat of the laboring producer. With all due respect to the farmer he is not the whole show in the feeding of the world. The task of distribution is of just as much importance. Every little while we read of a famine. Here is a great province of India or in China where thousands are dying for want of food. Perhaps in an adjoining province food is in such superabundance that it is rotting on the ground. Railroads to haul it and middle-men to handle it are what is wanted. The farmers could not get their grain to the consumer without an elaborate training. Mer. speak of the "learned professions" as though all others were ignorant professions. Having dabbled some in one of the "learned professions" myself, as well as in grain, I think I am in a position to say that one, at least, of the "learned professions" does not take nearly so much learning as does the grain business. The doctor feels your pulse, looks at your tongue and gives you a dose of something—it matters little what—and after being sick a while you get better and get well. Whether the physic helped or hindered you the doctor is never able to decide. But the grain business does not tolerate such guesswork. You make money or you lose. It is an exact science. It takes experience and it takes brains. The prices today are not the prices of yesterday and will not do for tomorrow. The market to which you are shipping today may not answer at all next week. Freight rates and grades, prices and markets are endlessly changing like a vast kaleidoscope, which never stops, and the grain man who acts on the information of an hour ago may make a big hole in his earnings from being so far behind the times. It is a big task to keep posted on the markets of the world. It is no slight task to put together the two items of cost and freight to make a delivered price in some far off point. There is every bit as much science and learning shown in selecting Newport News, for example, as the best market and in properly billing a car of corn to that point, as there is in an operation for appendicitis or the setting of a bone. But all this has precious little to do with "the benefits of organization."

How mankind could get through life without organization is beyond comprehension. Alexander Selkirk, on the Island of Juan Fernandez, needed no organization with his fellow men for he had no fellow men other than his parrots and his goats. But where two or more men are found together there some organization will and must be found. Since our last meeting in this city the American people have gone through a war with a great nation to settle a question of organization. Whether Bartolome Maso shall administer the laws in Cuba and Aguinaldo in the Philippines or whether Alphonso Thirteenth shall rule in both, is purely a question of organization. Since the gray old time when the morning stars first sang together, if there has been a body of men who have had no organization or government I have yet to learn of it. Shall I attempt to prove that organization and government are one and the same? The words are synonymous. Shall I attempt to prove that governments are beneficial? Some things are so plain and so much a matter of course that it is useless to attempt to speak of them at length. As well take a tallow candle out at noonday to help point out the sun. The very plainness of the proposition makes a demonstration ridiculous. One would find difficulty in an attempt to show that it is colder in winter than in summer or to prove that all rivers flow toward the sea. Such statements by themselves amount to a demonstration. And it is much of the same nature to attempt to prove that organization is beneficial. Who is there who denies it?

Having undertaken to prove something which no one will deny, I must be allowed to go about it in a bungling way much as one would prove that two and two make four. It would be like carrying coal to New Castle for me to come out into this country to talk about the benefits of organization in the grain business. This gospel should be carried into my country. My proof must lie in another field. This shall be my apology for opening the dusty pages of old history in my effort to show what organization can do.

The peninsula between the Persian Gulf and the Red Sea has been peopled by a wandering race from the earliest times. The Arabs are a strange race. They were

wanderers when Mohammed came among them. They were wanderers when Caesar was master of Rome. Their wild horsemen were flitting about on the edge of the horizon when Alexander was marching to the east. They were wanderers in the days of Abraham and far beyond the days of Abraham we find them wandering about the same desert land where they had roamed since the twilight of history. All around them nations might rise and fall; empires and dynasties might pass away; wars might rage; surrounding civilizations might flourish and decay until their name was but a remembrance. But the Arabs in the heart of their native desert preserved their primitive character and independence and never bent their haughty necks before a foreign foe. They had no government worthy of the name. No organization other than a tribal one. No wealth other than their sheep and their camels and their horses. They were in ancient days, as they are in modern, nothing but roving bands of highwaymen and robbers. It seems strange that from such a land and from such a people there should come such an outburst of resistance energy; that from such a land there should come a camel driver who would dictate terms to the proudest potentates on earth; that shepherd boys should be changed into soldiers so resistless that opposition was in vain; that they should carry their standards all over Syria and Persia, Palestine and Mesopotamia; soon be knocking at the gates of Constantinople and, crossing the Red Sea, go sweeping on a career of conquest all over Northern Africa, through Egypt and Tripoli and Carthage and far away in the west to the pillars of Hercules and then into Spain and France. Starting from nothing the Arabs became the most graceful and cultured and splendid people since the Greeks. How comes it that before the coming of Mohammed the Arabs for countless generations had done nothing? After Mohammed they accomplished everything. Mohammed's scheme of organization made a civilization which for eight hundred years cast its bright effulgence over the darkness of the middle ages and made what Victor Hugo would call "a transformation of the universe." Civilization is but the onward march of a united people in pursuit of a grand idea. They must be organized. They must have a bond of union. Who ever heard of an army fighting without a cause? True, we read of the Condottiere of the middle ages and of the Mamalukes of our own times. But the explanation of their conduct is not difficult to find. The Arabs during the flight of centuries had no purpose. They were not united. Every man's hand was against them and they were against every man. Mohammed came with a grand scheme of organization and shouted as with a trumpet blast, "There is but one God and Mohammed is his prophet." That cry aroused them. They awoke from the long slumber of ages. It became their battle cry. It rang through the corridors of the palace of Persia's king; it sounded without and within the walls of Damascus; it echoed among the Pyramids; and rolling over the blue waters of the Mediterranean came ringing back from the peaks of the Pyrenees. The difference between the barbarous Arab and the graceful, gentle Moor is but a difference in organization. The imperishable glory of Arabian civilization, reaching its climax among the Moors in Spain, is a remarkable example of the power of organization.

The Roman Empire started as a band of robbers. They built their camp by the banks of the Tiber. Their lines of circumvallation were drawn around one of the seven hills. They waged predatory warfare upon their neighbors. They acquired their land by the earliest of all rights—the right of taking. They stole their weapons, they stole their wives. Robbery was their profession and upon robbery they grew. The cradle of their infancy was rocked by the hand of war and an insatiable thirst for war took possession of the Roman mind. Conquest became the cardinal principle of their organization and war was the food upon which it fed. City after city and province after province fell victim to their greed. Further and further resounded the tread of the Roman Legion and further and further spread the line of Roman spears. The world has never seen such an organization as that of Rome. Take away their organization, as it did afterwards pass away, and the immense fabric would tot-



ter and fall to the ground. Organization is everything. Life itself is but organized matter. When the organization is broken what remains is but a corpse.

The French Revolution of a century ago was a vast upheaval of the people bent on overthrowing the old feudal organization of the middle ages and the rebuilding of a new on the ruins of the old.

Napoleon was an organizer. Cromwell was one. Ignatius Loyola was one. All the men who have moved the world have been able to do so from their ability to organize and use the power of other men. The great Peter of Russia went blundering about Europe learning the methods of the west and went back to his wild Cossacks to organize one of the leading nations of the world. Our revolutionary fathers were men of extraordinary organizing ability and a marvelous organization did their frame. The Anglo-Saxon race is bound to dominate the earth and the secret of Anglo-Saxon power is their ability to organize. A body of men closely organized and united in pursuit of some idea always were and will be unconquered and unconquerable.

An organization among men is intended to bring about a condition where the whole number act as one man. It is a concentration of power. The individual efforts of a hundred men, each following his own notions amount to very little. The efforts of a hundred men organized and united multiplies their power a hundred fold. It would not be a difficult thing, for example, to find a hundred grain men whose aggregate wealth amounted to as much as the wealth of Phil Armour of Chicago. Yet the power of these hundred men, acting independently of one another, would be nowhere nearly so great as that of Mr. Armour. Mr. Armour's power comes from the fact that he is at the head of a great organization. The men in his employ obey his will with military promptness and precision. He sits in his office and plans his work as the commanding general of an army plans his campaigns. He can calculate accurately the amount of force which he can concentrate at a given point. Millions of money and thousands of men await his beck and nod. When Mr. Armour asks for a freight rate from any railroad it is generally supposed that he gets what he asks for. If it is refused he can retaliate by giving no more of his business to the road. Few railroads would care to lose the shipments Mr. Armour gives them. But a little while ago a friend was telling me of a neat little move made by Mr. Armour which will illustrate the power possessed by an organized body of men backed by great wealth and guided by a great brain. The story goes that Mr. Armour owned practically all the wheat in Chicago and he held all the insurance policies which could be gotten. He sold out the wheat quickly but retained the insurance. When the new owners of the wheat applied for insurance they were unable to get any because Mr. Armour held it all. They dare not carry their wheat without insurance and they could sell to no one but Armour who could better their condition. They being compelled to sell and no one daring to buy but Armour enabled him to buy back at his own price. His masterly deliveries of wheat last December, when his ice boats kept back the winter, and millions of wheat appeared when this modern Aladdin willed it so, proves more than that Mr. Armour is the prince of merchants, but it proves that organization is all powerful and cannot be combated by single men.

Perhaps, in the few visits I have made among the grain dealers in southwestern Iowa, I have taken an exaggerated notion of the harmony which prevails out here. Perhaps your little rows, if you have any, appear like love feasts, by the strong contrast shown, to one from a country like mine where we hold a Donnybrook fair all the year around. Our rule is to hit a head wherever we find one. We act like the famous cats of Ireland which have become the subject of an epic wherein the poet tells us:

"There once were two cats of Kilkenny  
"Which thought there was one cat too many,  
"So they mewed and they bit  
"And they scratched and they fit.  
"Till, excepting their nails  
"And the tip of their tails,  
"Instead of two cats there weren't any."

But you do things differently out here. Things seem, and doubtless are, harmon-

jous and sensible and friendly. This union is setting a noble example. Its methods are bound to spread. Its power for good will increase as its organization is perfected and broadened. And I may say, in conclusion, that the best and the quickest way to show the benefits of organization is for any one who doubts to come out here where the Union is flourishing and see for himself how it works.

Secretary G. A. Stibbens, of Coburg, Ia., read a paper on "How the Commission Men Wrong the Local Dealers," which is published elsewhere in this number. His remarks were cheered.

President Hunter explained that the association did not consider all non-members irregular dealers. There are many regular dealers who do not belong.

E. F. Catlin, of St. Louis, was called for an address on "Receiving Consignments from Irregular Dealers and Farmers." Among other things he said: "I have not made much preparation, but I am free to say we do not want shipments from farmers and irregular shippers. I think I can speak for all the St. Louis commission men. In former days prior to the organization of grain dealers' associations the commission men did not hesitate to bid anyone. The country shippers prior to organization were rather wild themselves, and the irregular shippers far more numerous. If the commission man would notify the local dealers whom he knows to be regular when he is asked to send bids to strangers, he could readily find out whether it was a farmer or 'scalper' who made the request. Many receivers do this now; all should."

President Hunter.—"We have only two or three irregular shippers in the territory of this association, but they make considerable disturbance at neighboring stations as well as at the one where they attempt to buy. I know a party in our territory who has shipped grain for a quarter of a cent margin for the farmers. He gets only this for handling the grain. He once made an overdraft and it took a long time for the commission house to get it back. It was a good lesson for the commission men."

Mr. Jones, of Phelps City.—"The man near our station whom you probably refer to is shipping grain for the farmers who take destination weights and grades. If the commission men will turn down his drafts it will settle the trouble. He has no money and no facilities."

D. Hunter.—"If the commission men protect us, we will protect them as far as lays in our power."

E. Picker, of St. Louis.—"We received a request for hay bids from a station in Iowa and sent them. We received several cars of hay and their local grain dealer notified us that the hay shipper was a farmer and requested us to stop bidding him. We did so, and asked the grain shipper to send us hay. He replied that he did not handle hay. I think, that inasmuch as we were not interfering with his business his request was unreasonable. I would like to know what the association would do in such a case. Many regular dealers take no care of bids, throw them on the floor and leave them out where farmers can see them."

J. M. Gwynn, of Essex.—"I do not leave my bids out where the farmers can see them. I will give 50 cents apiece for bids or cards of commission men found out in my office. I consider it very poor policy to leave them out where the farmers can see them. No re-

ceivers' names or advertising matter of any kind can be found in sight about my office."

Harry Hunter, of Daniel P. Byrne & Co.—"The business has come to a pass where the commission men must turn down the farmers and scalpers. The dealers are strong enough so they can enforce their demands."

Herbert Charters, of St. Louis.—"I am confident my firm as well as every other firm here represented will refuse to handle the business of the irregular shippers, 'scalpers' and farmers."

D. Hunter, E. Picker and Mr. Gwynn spoke against exposing bids received and in favor of keeping secret the names of receivers.

W. Seviars, Walnut, Ia.—"I made complaint to a Chicago commission firm which was bidding a farmer and it sent my complaint to the irregular dealer of whom I complained. He showed the letters to the farmers, enlisted their sympathy and aroused them against us. Some of the commission men are overly anxious to get farmers' business, and the regular dealer destroys his standing with the farmers at home when he writes any complaints to such commission men."

J. L. Wright, of St. Louis.—"We are opposed to handling the shipments of the irregular shipper and will not bid them, if we know it."

E. Picker, St. Louis.—"We received recently 6 cars of oats without draft and waited 4 weeks before learning who the grain was shipped by. It came from a farmer."

G. H. Davis, Kansas City.—"We do not want the shipments of the irregular dealers, but we have one or two who insist upon shipping to us. One does not make large drafts, and gives us no trouble."

J. K. Gwynn, Imogene.—"Advise your shipper to come into the association. If he won't do that you had better drop him. You cannot expect the regular dealers to ship to you if you encourage the irregular shipper by handling his business. I think Mr. Picker should have the hay business at the station he told of. I would suggest that he write to the regular dealer, he will agree to it if he is fair and square. It is not necessary to send grain quotations to the hay shipper."

G. A. Stibbens.—"Mr. Davis has asked us for suggestions on getting rid of the irregular dealer at Phelps City. That scoop-shovel man has caused me to write more letters than any other and I expect to write many more. The scoop-shovel man who used to be past master has been a menace to the trade of that section for a year. We cannot afford to patronize any commission firm who handles the consignments of the irregular shippers and will not do so."

E. F. Catlin, St. Louis.—"There is no delicacy about this case. The only way out of it is to stop handling the business of the irregular dealer. He is a disturber and no receiver can afford to help him. The way to end the trouble is to stop receiving his business. It is not necessary to give him any explanation."

Mr. Davis.—"A resolution is not necessary to stop our receiving grain from the irregular shippers complained of. We will stop without any further parleying in the matter. We are not anxious to get the business of such shippers."

W. Sievers, of Walnut, wanted organization along the C., R. I. & P. R. in Iowa, but as he was the only one present from that district no action was taken.



President Hunter.—“I think we should settle Mr. Picker's hay question. In my opinion I think the regular dealer should raise no objection to Mr. Picker's buying hay from farmers or handling their shipments providing that he does not give the grain quotations to the farmer.”

The secretary of the Grain Dealers' National Association was then called upon for an address on the “Replacing Clause in Grain Insurance Policies.” Part of his address is given in this number.

The following firms were then admitted to membership:

A. S. Smith, Mound City, Mo.; F. W. Walter and Danders Bros., Corning, Mo.; Dayton-Wooster Grain Co., St. Louis, Mo.; Kennedy & Gilmore, Imogene, Ia.; Jas. F. Cook, Skidmore, Mo.; Woodson-Young Grain Co., St. Louis, Mo.; International Grain Co., Kansas City, Mo.; W. C. Sievers, Walnut, Ia.; G. W. Wyant, Malvern, Ia.

G. A. Stibbens.—What shall we do with the old members who have stopped paying dues? They are still receiving the protection of the association.

The meeting then broke up without formal action.

John M. Tuther, representing Jno. K. Speed & Co., of Memphis, Tenn., was present.

Chas. M. Boynton brought a box of cigars into the convention hall and was promptly relieved of his burden.

Among dealers from Missouri were J. F. Cook, Skidmore; F. J. Bayles, Watson; and J. T. Christian, Rockport, Mo.

S. A. McWhorter, of Omaha, an old-time grain dealer, shook hands with some old friends and made other new friends.

S. T. Hills, a feeder of Mt. Pleasant Ia., was in attendance seeking to buy a large quantity of ear corn direct from the dealers of Western Iowa.

Old Rube, with his pants stuffed full of information about Leftwich Commission Co., was presented to each one in attendance by the affable Fisher.

There was another man from Creston, Ia. He knew them all; they all knew him and enjoyed his acquaintance. He signed himself as Henry S. Stoors, Ass't. Supt. C., B. & Q. R. R.

Among Chicago firms represented were The Peavey Grain Co., by W. H. Chambers, Omaha; Armour & Co., by Geo. H. Lyon, Omaha; J. F. Harris & Co., by Chas. M. Boynton, Creston, and Chas. Counselman & Co., by L. R. Cottrell.

After the convention adjourned no one could pay for dinner except a commission man and the following acted as host for all remaining to supper: E. F. Catlin, of E. F. Catlin & Co.; Capt. Joseph Nanson, of the Nanson Commission Co., Wynne Ferguson, of the Ferguson Grain Co.; C. V. Fisher, of the Leftwich Commission Co.; J. L. Wright, representing Brinson-Judd Grain Co.; and C. M. Boynton, representing J. F. Harris & Co.

The grain commission men of St. Louis were out in force, among the number present being E. F. Catlin, of E. F. Catlin & Co.; Harry Hunter, representing Daniel P. Byrne & Co.; Wynne Ferguson, of the Ferguson Grain Co.; J. S. Nanson, of the Nanson Commission Co.; E. Picker, of Picker & Beardsley; C. V. Fisher, vice-president of the Leftwich Commission Co.; J. L. Wright, repre-

senting Brinson-Judd Grain Co.; Herbert Charters, representing J. W. Booth & Sons, and C. H. Albers.

Among those present from Iowa were D. Hunter, Hamburg; G. A. Stibbens, Coburg; G. A. Pierson, Orient; G. H. Currier, Prescott; W. C. Bayles, Mt. Pleasant; J. R. Harris, Northboro; T. A. Kile, and W. M. McMahon, Shenandoah; Ed. F. Rose, Coin; F. M. Campbell, Randolph; J. B. Samuels, Riverton; W. Mains, Silver City; W. C. Sievers, Walnut; E. H. Vanschoiack, Elliott; T. J. McCormick, Stanton; W. Dougherty, Hawthorne; J. K. Gwynn, Imogene; G. F. Salyers and E. C. Kayton, Strahn; G. M. Gwynn, Essex; G. W. Wyant, Malvern and E. W. Sheldon, Percivale.

#### REGULAR GRAIN DEALERS.

In addition to the names of regular grain dealers of Illinois which we published in numbers 4 and 5 of the Grain Dealers Journal, we have received the names published below. If the names of any scoop-shovel men appear, we trust the regular dealers will promptly notify us so we can make the necessary changes before publishing the list in book form for distribution among receivers, who desire to avoid bidding irregular shippers and do not want their consignments. If any names of regular dealers have been omitted we will gladly add them to the list, which will be published in the next number of this Journal. Look over the following and let us hear from you:

Abingdon, Ill.—G. W. Barnett, eltr., 25 M.

Avon, Ill.—G. W. Barnett, eltr., 15 M. Buffalo, Ill.—E. R. Ulrich & Sons, eltr., 60 M; Ford & Metcalf, dump, crib, and scales; Graham & Leeds, cribs.

Bushnell, Ill.—S. A. Hendee, eltr.; James Cole, eltr.

Galesburg, Ill.—G. W. Barnett, eltr., 25 M; C. A. Johnson, eltr., 6 M.

Gale Switch, (no postoffice) Ill.—W. H. Kiernon, eltr.

Henderson, Ill.—W. H. Kiernon, eltr., 15 M.

Janesville, Ill.—Munday-Settlemyre Co., eltr., 10 M.

Lanesville, Ill.—E. R. Ulrich & Sons, eltr., 100 M; Ford & Metcalf, eltr., 13 M. Monmouth, Ill.—G. W. Barnett, eltr., 15 M.

Nekoma, Ill.—W. A. Fraser, eltr., 60 M.

New Windsor, Ill.—W. H. Kiernan. Nokomis, Ill.—J. Carstens & Son, eltr; N. Bentz, Eltr.

North Henderson, Ill.—W. A. Fraser, eltr., 30 M; W. H. Kiernan, eltr., 15 M. Prairie City, Ill.—W. G. Barnett, eltr., 10 M.

Rankin, Ill.—Rankin Grain Co., eltr., 35 M; John S. Hewins, eltr., 20 M.

Rantoul, Ill.—Coon Bros.; McCollough & Goff, eltr., 15 M; Thos. Ogden, eltr., 15 M.

Raymond, Ill.—Pratt Baxter Grain Co., eltr.; C. Hauck, eltr.

Reddick, Ill.—M. Riley; Carrington Hannah & Co., eltr.

Redmond, Ill.—Willis Brinkerhoff, eltr.; Barr & Henn, eltr.

Reno, Ill.—Munday-Settlemyre Co., eltr., 5 M.

Ridge Farm, Ill.—W. F. Banta.

Ridgely, Ill.—E. R. Ulrich & Sons.

Ridgeway, Ill.—Devons & Rice, eltr., 15 M.

Riggston, Ill.—H. & C. Oakes, warehouse, 20 M.

Rio, Ill.—W. A. Fraser, eltr., 25 M. Riola, Ill.—Bartlett & Co., eltr., 12 M.

Rising, Ill.—B. C. Beach & Co., eltr; Benson Bros., eltr.

Riverton, Ill.—E. R. Ulrich & Sons, scales.

Roberts, Ill.—Roberts & Pettit; G. L. Meritt & Co.

Rochester, Ill.—Twist Bros., eltr., 25 M.

Rockford, Ill.—L. Bartlett, eltr.; A. L. Colton, eltr.; J. G. Chick Milling Co., eltr.

Rood House, Ill.—Victor Milling Co.

Rosemond, Ill.—A. B. Smith, eltr., 9 M; Dan McLaughlin, eltr., 8 M.

Rowell, Ill.—Rowell Elevator Co., eltr., 5 M.

Rutland, Ill.—F. Z. Ames, eltr.; G. A. Sauer, eltr.

Sabina, Ill. (Monarch P. O.)—Whitaker & Bishop, eltr., 15 M.

Sadorus, Ill.—H. S. Nichols & Son., eltr.; W. H. De Long, eltr.

Saluda, Ill.—G. W. Barnett, eltr., 12 M. Sanger, Ill.—E. R. Ulrich & Sons, eltr.

San Jose, Ill.—Fryer & Smith, eltr.; Jacobs and Brauer, eltr.

Saunemin, Ill.—K. J. Riley, eltr.; Middle Division Elevator Co., eltr.

Sciota, Ill.—E. E. Sapp, eltr., 15 M; C. E. Falinstock, eltr., 15 M.

Secor, Ill.—J. C. Kingsbury & Co., h. p., eltr., 10 M; H. Durkin, eltr.

Seymour, Ill.—Johnston & Karr, eltr., 15 M; J. M. Mullen, eltr., 5 M.

Shannon, Ill.—Ed. Burt, eltr.

Sharpsburg, Ill.—O. S. Nash, cribs, 25 M.

Shawneetown, Ill.—S. S. Kerr, eltr., 10 M.

Shelbyville, Ill.—The Harwood Co., eltr.; The Sidell Grain & Elevator Co.

Sheldon, Ill.—Bishop Hominy Co., eltr.; Cleveland Grain Co., eltr.

Sherman, Ill.—E. R. Ulrich & Sons, dump and cribs.

Shipman, Ill.—Jos. Dodson, eltr.

Shirley, Ill.—J. L. Douglass, eltr., 20 M.

Sidell, Ill.—Bartlett Kuhn & Co., dump; Sidell Grain & Elevator Co., eltr., 75 M; J. W. Culp, dump.

Sidney, Ill.—G. A. Townsend, eltr.; A. D. Derrough, eltr.

Sinclair, Ill.—V. E. Elmore, eltr.

Sparland, Ill.—Wm. Riddel, eltr., 35 M.

Springfield, Ill.—E. R. Ulrich & Sons, eltr., 50 M; C. O. Matheny & Co., eltr; Elevator Milling Co., eltr.

Springfield Junction, Ill.—E. R. Ulrich & Sons.

St. Augustine, Ill.—G. W. Barnett, eltr., 15 M.

St. Joseph, Ill.—L. W. Porterfield, eltr., 20 M; J. J. Woodin, eltr., 50 M.

Stanford, Ill.—J. A. Harrison, eltr., 40 M; S. Skinner, eltr., 10 M; F. M. Snyder, eltr., 15 M.

Starnes, Ill.—E. R. Ulrich & Son, scales.

Stonington, Ill.—Pratt Baxter Grain Co., eltr.; P. Weiser & Co., eltr.

Sullivan, Ill.—B. S. Tyler & Co., eltr., 3 M; Poland & Powers, eltr., 3 M.

Switch D., (three miles from Gibson) Ill.—Keiser & Holmes Elevator Co., h. p., eltr.

Tallula, Ill.—Norton & Son, eltr., 25 M.

Taylorville, Ill.—Pratt Baxter Grain Co., eltr.; Price & Wilkinson, eltr.; A. Ritscher, eltr.

Teheran, Ill.—Turner Hudnut & Co., eltr., 20 M; McFadden & Co., eltr., 20 M.



Thawville, Ill.—G. W. Madden.  
 Thomasboro, Ill.—Richetts & Staley, eltr., 30 M; Walton & Son, eltr., 20 M.  
 Tiskilwa, Ill.—Wm. Mittler, eltr.  
 Tolono, Ill.—W. H. Morgan, eltr.; J. B. Parrish, eltr.  
 Toluca, Ill.—B. M. Stoddard & Son, eltr., 120 M; T. C. Colehauer, eltr.; Ball & Twist, eltr., 30 M.  
 Tomlinson, Ill.—Sale & Ward, eltr., 15 M.  
 Tonica, Ill.—C. F. Austin, eltr.; William Kreider, eltr.; G. A. Sauer, eltr.  
 Toulon, Ill.—Cole Bros., eltr.  
 Tuscola, Ill.—R. & J. Ewin; C. M. Mac Masters & Co.  
 Ulrich Station, Ill.—Bailey Bros.  
 Varna, Ill.—Wright Bros., eltr., 15 M; Farmers' Elevator Co., eltr., 10 M.  
 Vermillion, Ill.—J. C. Besier & Co., eltr.; W. J. Culbertson, eltr.  
 Viola, Ill.—R. M. Pinkerton & Son, eltr., 60 M; F. S. Hough, 5 C.  
 Virden, Ill.—J. N. Hairgrove, 2 eltr's., 15 M; P. S. & J. A. Bronaugh, eltr., 15 M.  
 Virginia, Ill.—C. W. Savage, eltr.  
 Wapella, Ill.—J. M. Greene & Co., eltr., 100 M; Middle Division Elevator Co., eltr., 75 M.  
 Warrington, Ill.—Bartlett Kuhn & Co., eltr.; C. M. Paxton, cribs.  
 Warsaw, Ill.—Kraushaar & Shipe, eltr.  
 Washburn, Ill.—Simpson & Moshel, eltr., 100 M; C. B. Johnson, eltr., 15 M.  
 Washington, Ill.—Roberts Moshel & Mosiman, eltr., 30 M; E. E. Heiple, eltr., 18 M.  
 Wataga, Ill.—G. W. Barnett, eltr., 20 M.  
 Watseka, Ill.—O. L. Gray, eltr.; J. L. Smiley, eltr.  
 Watts, Ill.—Edwin Beggs, eltr.  
 Waverly, Ill.—Munday-Settlemyre Co., eltr., 70 M; E. R. Ulrich & Sons, eltr., 40 M.  
 Waynesville, Ill.—E. W. Marvel, eltr., Marvell & Smith, eltr.  
 Weedman, Ill.—M. R. Grapes.  
 Weldon, Ill.—C. Livigart, eltr.; Middle Division Elevator Co., eltr.; S. J. Robinson, eltr.  
 Winona, Ill.—Reynolds & Hagy, eltr.; J. H. Taggart & Son, eltr.  
 Westfield, Ill.—C. M. Paxton, cribs; Rardin & Bros., dump.  
 Weston, Ill.—S. M. Barns, eltr., 50 M; F. L. Churchill, eltr., 75 M.  
 Whiteheath, Ill.—Julius Flannagan, eltr.  
 White Hall, Ill.—Fresh & Co., eltr.  
 Wilburn, Ill.—La Rose Grain Co., eltr., 2 M.  
 Willey, Ill.—Pratt Baxter Grain Co., eltr.  
 Williamsfield, Ill.—C. C. Davis & Co., eltr.  
 Wilson, Ill.—Jas. McGuire, eltr., 12 M; Corrington Hannah & Co., eltr.  
 Wing, Ill.—Gibb & Stuckey, eltr.; W. W. Gray, eltr.; E. T. Hollaway & Son, eltr.  
 Witt, Ill.—Dickson & Shuping, eltr.  
 Woodhull, Ill.—Hough & Williams, eltr., 75 M.  
 Woodland, Ill.—Rollins & Risser, eltr.  
 Woodside, Ill.—E. R. Ulrich & Sons, scales.  
 Wrightswitch, Ill.—W. L. Major, eltr.  
 Wyoming, Ill.—E. S. Easton & Co., eltr.; Hearty & Ryan, eltr.  
 Yates City, Ill.—Corbin & West, eltr.  
 Yorkville, Ill.—Jeter & Boston, eltr., 15 M.

## NEW ENGLAND.

C. W. Cass is having his grain elevator at Plaistow, N. H., enlarged.  
 Work is progressing rapidly on the new grain elevator at Newton Junction, N. H.

H. G. & G. D. Meserve have built an elevator adjoining their mill at East Hampton, Mass.

Fred Cook of West Springfield, Mass., has bought J. B. Smith's grain and feed store at Mittineague.

A Waterville, Me., firm has leased a large building at Wiscasset and will enter the grain business.

Thomas W. Cole of Dayville, Conn., has purchased the grain business formerly conducted by G. W. Carver.

Bridge's grain store at North Brookfield, Mass., was damaged by fire Sept. 23. It is not known how the fire originated.

Jacob K. Adams is building a grain store at Warner, N. H. The building will be 70x20 feet and one and a half stories high.

The American Stock & Grain Co., of Portland, Me., has been organized for the purpose of carrying on a general business of dealing in grain, with a capital stock of \$50,000, of which \$25,000 is paid in. The officers are: President, John W. Tenney of Boston, Mass.; treasurer, John W. Wood of Boston, Mass.

There will be four ships a week from Portland, Me., this winter. The English steamer season will open on Nov. 15, and the first ship to sail from this port will be one of the Hamburg steamers. The steamship service will be about the same as last year, with the addition of two boats to Liverpool every week and a fortnightly boat to Hamburg. This will give two ships to Liverpool and one to London every week, and fortnightly boats to Hamburg, Glasgow and Bristol, making four and sometimes five ships a week from Portland.

## SOUTHEAST.

J. M. Jacobs has sold his grain and feed business in Fairmont, W. Va.

Gilbreath & Richardson, of Lynnvill, Tenn., are building a large grain warehouse.

Waller & Co.'s new elevator at Henderson, Ky., is now finished and ready to receive grain.

E. K. Beuterton is building a large grain warehouse adjoining the Oak distillery at Dry Valley, Tenn.

The new 75,000 bushel elevator of the Rogana, Tenn., is now complete and Rayanna, Tenn., is now complete and ready to receive grain.

Perth Amboy, N. J., will be revived as an export grain shipping point for the Lehigh Valley railroad. It was abandoned in favor of Brooklyn, N. Y., but the experiment did not pay.

The wheat growers in every section of Maryland this year have suffered enormous losses from the ravages of insect pests and fungous diseases in their wheat. Notably among the pests is the Hessian fly.

The grain dealers and brokers of Norfolk, Va., have effected an organization which will be known as the Grain and Hay association. The object of this association will be to provide, regulate and inculcate just and equitable principles in trade, and to acquire, preserve and disseminate valuable business information and to adjust controversies and misunderstandings between its members. The officers elected for the

ensuing year are: R. Henry Jones, chairman; Robert Wilson, treasurer; F. A. Bennett, secretary. These with C. W. Grandy and H. E. Owen constitute the board of managers. This association has applied for a charter and will incorporate under the state laws.

## PENNSYLVANIA.

J. B. Snively, of Mt. Aetna, Pa., has shipped the first car of wheat of this season.

Addison Hoffer and Andrew Stauffer have leased the Kreider grain warehouse and mills at Palmyra, Pa.

The grain warehouse and stable of Geo. Peters, at Farmington, Pa., were destroyed by fire September 28. The fire is supposed to be of incendiary origin.

William C. Walton, a well known grain merchant of Philadelphia, Pa., died October 2 from injuries received by being thrown from his carriage. Mr. Walton was the junior member of the firm of Walton Bros., a member of the Old York Road Country Club, Cedar Park Driving Club, and a director of the Commercial Exchange.

## NEW YORK.

Sage & Potter have started bean picking in their new elevator at Churchville, N. Y.

Charles E. Dickinson, president of the Franklin Milling Co., Lockport, N. Y., has purchased the Ferrin Bros.' elevator.

The office of Miller Bros. & Co., grain dealers at Bergen, N. Y., was broken into recently and about \$10 in money stolen.

Russell & Co., of Watkins, N. Y., have opened the old hardware store of Durland, Smith & Co. for a grain warehouse and are buying grain.

Francis E. Hadley, flour and grain exporter of New York, N. Y., who failed June 24, filed schedules Oct. 4 showing liabilities of \$88,564; nominal assets, \$39,764, and actual assets, \$12,445.

The firm of J. M. Martin & Co., of New York, N. Y., has been organized to transact a general business in stocks, bonds and grain. The members of the firm are J. M. Martin, J. B. Drayton and L. L. Sturges. This firm has a private wire to Chicago.

Nelson M. Bowes, wholesale dealer in grain, hay and country produce, made an assignment Sept. 27 to Oliver K. Tabor, without preference. He was formerly a partner of the firm of Thomas Fonda & Co., but since April 10, 1897, has been in business alone, claiming a capital of \$11,000.

The large granary at the big Fleischmann Distillery, Long Island City, N. Y., was completely wrecked by grain dust explosion on Sept. 23, and caused the death of one man and injured four others. The granary was built of timber and brick, the wooden parts being covered with corrugated iron, and was three stories high. The force of the explosion lifted the roof high in the air, and the building was soon a mass of flames. The damage is estimated at \$50,000, and is fully covered by insurance.

At a meeting of insurance companies specially interested in grain insurance at New York, N. Y., held recently, it was decided to issue blanket policies covering all the graded grain warehouses of the Brooklyn Wharf & Warehouse Company, this will greatly facilitate the handling of grain at that port. The rate



has been fixed at 50 cents per \$100 of insurance. The wharf company has agreed to permit underwriters to have, on demand, particulars as to the amount of grain in any store or series of stores, thus enabling them to ascertain whether the concentration of value is sufficient to make it expedient for them to reinsure part of their risks.

It is rumored that a new elevator combination will be formed in Buffalo, N. Y., which will include the export elevator built by Armour & Bartlett-Frazier Co., the Electric elevator owned by New York capitalists, and the Great Northern's new steel elevator, which is owned by J. J. Hill. The breaking of the elevator pool was the result of the erection of three new elevators within two years, with a capacity of 5,000,000 bushels, which can handle the grain at a considerably reduced cost. Of the twenty-five old elevators in Buffalo, only six have not outlived their usefulness, and most of them are closed not to be opened again. The elevator war has resulted in the transferring of grain without charge, Western shippers getting the benefits.

### OHIO.

Dick Risser is remodeling and equipping the grain elevator at Rimer, O.

George Kauffman and Charles Wilson have purchased the W. H. Haner & Co. elevator at Plain City Ohio.

Columbus, O., dealers are making up a party to attend the annual meeting of the Grain Dealers' National association.

A special session of the Toledo Produce Exchange was held recently and resolutions adopted advocating the abolition of the tolls in the Welland canal.

The total receipts of clover seed at Toledo, Ohio, this year up to October 1 were 10,000 bags, against 45,000 a year ago, 14,900 two years ago, and 23,400 three years ago.

The Union elevator, operated by Paddock, Hodge & Co. at Toledo, O., which was recently destroyed by fire, was built in 1883 by A. L. Backus & Sons. It is thought that fully \$100,000 will be realized on the salvage.

The Barnard & Leas Mfg. Co. report the following sales in Ohio: Ed McCue, Pittsburg, O., a No. 3 Victor Corn Sheller and a No. 3 Cornwall Corn Cleaner; A. Harnberger & Co., Baltimore, O., a No. 1 Little Victor Corn Sheller and Cleaner.

E. A. Grubbs, Greenville, O., writes: "Corn in this section is certainly not curing well. Much of it is already damaged to a considerable extent. Track buyers in this section are making an effort not to bid for corn until the condition is better."

Paddock, Hodge & Co., of Toledo, O., write: Our property was fully covered by insurance and our loss comparatively nothing; the loss of life is to be regretted. We expect to make arrangements in a short time to handle our grain through some other elevator.

The Ohio state crop report of September 30 says: The work of wheat seeding is delayed in the sections where the heaviest rains fell, but the moisture is very beneficial to the seed and a good stand of wheat is now assured. With few exceptions the corn is well matured and for the most part in the shock. The crop is large, sound, and well eared and is curing nicely.

W. F. Porter, of Mt. Repose, O., secretary of the Grain Growers' Association, has published a notice calling the attention of the farmers to a convention to be held in Cincinnati, for the purpose of trying to regulate the price of wheat and other farm products.

### CANADA.

A new 25,000 bushel elevator is being built at Arden, Man., by R. C. Ennis.

John Davidson & Co. are building a new elevator at Arden, Man., with a capacity of 25,000 bushels.

The Manitoba Grain Co., of Winnipeg, Man., has leased its line of elevators to Parrish, Lindsay & Co.

Very little Manitoba wheat has been sold so far this season; farmers who have threshed are hauling their grain to the elevators and storing it.

Logan & Birch is the name of a new firm which has started in business at Winnipeg, Man. This firm will do a general grain commission business; its offices will be located in the Grain Exchange building.

The recent rains in some parts of Manitoba have done considerable damage to the wheat. Some of it before the rain graded fine No. 1 hard, but that which was threshed after had lost about two grades, losing color and hardness.

L. A. Tilley has gone into the grain business and has opened an office in the Grain Exchange building, at Winnipeg, Man. He will represent Crane & Baird, of Toronto, and James Carruthers & Co., of Montreal, two well known eastern grain firms.

The Goderich Elevator and Transit Co., Ltd., of Goderich, Ont., will start its new \$500,000 bushel elevator about Oct. 15. It is modern in every respect, has decked bins and no conveyors. It is a cribbed structure, 66x15x72 feet. The brick boiler house is 60 feet from the elevator, so the steam plant does not increase the fire hazard.

### INDIANA.

Cleland & Co. are building a large elevator at Terhune, Ind.; Milton Childers has the contract.

A new grain elevator is being built at Rochester, Ind. W. J. Leiter has the contract for building it.

L. C. Dukes, of Colfax, Ind., will build an elevator at LaFayette, on the Big Four tracks, in the near future.

Cartwright & Headington's elevator at Portland, Ind., was damaged by fire September 29, to the extent of \$1,000. The origin of the fire was due to friction in the machinery.

J. A. McLeland & Co., Terhune, Ind., has recently put in a No. 1 Victor Corn Sheller and a No. 2 Cornwall Corn Cleaner; W. J. Davis, Crown Point, Ind., a No. 1 Little Victor Corn Sheller and Cleaner; J. H. White, Linden, Ind., a No. 2 Victor Corn Sheller.

Henry Kenner & Son, of Huntington, Ind., announce in a local paper that they have taken charge of a local office for a general commission merchant of Chicago. That the opening and close of the Chicago market will be received by telegraph each day and they will be able to pay the exact Chicago price for all grain brought to them. From the announcement it would seem that they propose to do an option business in connection with their scoop-shovel grain business.

Fire broke out early in the morning of September 29 in the sheds adjoining the elevators of Paddock, Hodge & Co., at Greentown, Ind. The town having no fire protection the elevators containing 30,000 bushels of wheat and other grain were entirely destroyed. The Corona mills, a large institution manufacturing cereals from corn, were also completely consumed. The total loss will reach \$100,000, with \$40,000 insurance. It is thought that the fire was of an incendiary origin. Paddock, Hodge & Co. have been particularly unfortunate of late.

### ILLINOIS.

A new elevator will be built at Mahomet, Ill.

Le Roy, Ill., has one scoop-shovel man, C. T. Karr.

Mr. Major, of Mattoon, Ill., will build an elevator at Coles, Ill.

William Wykle has sold his grain business at Buckley, Ill.

Ponemah, Ill., offers a good opening for a hustling grain buyer.

Allshouse & Brein are scoop-shovel grain shippers at Sciota, Ill.

Holderman & Wood do a scoop-shovel grain business at Penfield, Ill.

W. Ammerman is doing a scoop-shovel grain business at Goodfield, Ill.

C. McMasters is conducting a scoop-shovel grain business at Ficklin, Ill.

Omaha, Ill. has two scoop-shovel dealers, Storms & Smith and J. T. Hogan.

G. W. Cook conducts a scoop-shovel grain business at Cypress Junction, Ill.

Carpenters have commenced work on the A. E. Kraus elevator at Baileyville, Ill.

Bruce & Jamison and Haff & Hyer are doing a rushing grain business at Seneca, Ill.

The new elevator of the Turner-Hudnut Co., at Chandlerville, Ill., is nearly completed.

E. T. Germain has resigned his position as grain buyer for C. S. Hill & Son at Baileyville, Ill.

It is reported that a man by the name of Ewing is doing a scoop-shovel grain business at Oilfield, Ill.

F. A. Mealiff has ordered a special Monitor Aspirator to be placed in the elevator at Mattison, Ill.

Mr. Plate, of Maryland, Ill., is getting the elevator at that place in shape to turn over to the new firm.

C. A. Bamber, of Rock City, Ill., is kept busy overseeing the work on the new elevator at that place.

The Rogers Grain Company is contemplating the erection of a 30,000 bushel elevator at Harpster, Ill.

Ward Campbell, of Pecatonica, Ill., has sold his interest in the grain business to Arthur Butler, who took possession Oct. 1st.

W. O. Moyer, of Filson, Ill., has purchased the elevator of Benton Watson, at Chesterville, Ill. Consideration \$4,000.

The Metzger Linseed Oil Co. has ordered a Monitor Flax Machine for its Chicago house, also one for its Toledo house.

Alva Park has bought an interest in the grain firm of Smith & Co., at Hindsboro, Ill. The firm's name will be Smith & Park.

McLain Bros. & Co. issued a handsome badge souvenir of the Chicago day excursion of Board of Trade members to Omaha.



J. W. Cole, of Toulon, Ill., has bought the elevator at Toulon. Consideration \$3,050.

The American Malting Co. has recently ordered a No. 9 Monitor Malt Separator for their Larrabee Street Malt House, Chicago.

The Webster Mfg. Co. will supply all the grain handling machinery for Armour's new elevator at 22nd and Morgan streets, Chicago.

Hagerty, Hunter & Co., Peoria, Ill., have put in 1 No. 2 Barnard Elevator Receiving Separator, 1 No. 2 Barnard Receiving Separator.

Lenn Mumm, one of the proprietors of a large mill and elevator at Garrett, Ill., lost one of his hands recently by getting it caught in a cog wheel.

J. H. Williams, of Kenney, Ill., has purchased a half interest in one of the large elevators at Farmer City, Ill., and will take possession soon.

C. C. Davis, of Laura, is building a 12,000 bushel elevator at Williamsfield, Ill. Mr. Davis has elevators at Laura, Princeville, and Dahinda.

W. A. Fraser, of Galesburg, Ill., reports old corn is coming in freely at our stations. Recently we bought 6,000 bushels at North Henderson, Oneida and Tacoma.

The plant of the defunct Kankakee Mfg. Co., at Kankakee, Ill., recently purchased by Dr. Tinslar at sheriff's sale for \$3,000, will be used by the Risser Bros. and Mr. Tinslar for storage of grain.

The Columbia Malting Company is erecting three enormous steel tanks for grain at 103d St. and Indiana boulevard. The tanks are 60 ft. in diameter and 110 ft. high.

C. B. Eggleston Co., of Chicago, Ill., has been incorporated, capital stock \$100,000. The incorporators are Alfred Skinner, W. Foster Burns and Charles B. Eggleston.

G. W. Madden's brothers, of Thawville, Ill., have bought an elevator at Bondville, Ill., on the Havana line, west of Champaign, formerly operated by Goodman Bros.

The Brand Brewing Co., of Chicago, Ill., has been incorporated. Capital stock \$300,000. The incorporators are J. Edward Deakin, C. H. H. Zillman and John M. Palmer.

Mr. Weaver, an employe in Nichols & Son's elevator, at Sadorus, Ill., had his hand so badly injured in coupling cars Sept. 19, that amputation was necessary to save his life.

Fire broke out in the grain drier of the South Chicago brewery on the morning of Sept. 26, entailing a loss of about \$3,000. The brewery contained 40,000 bushels of grain.

Receipts are large at the Millington elevator, Millington, Ill. During one day recently 93 loads of corn were received, the average for the week being 85 loads per day.

G. W. Barnett is one of the pioneer grain men of Illinois. A native of New York state, he settled in Galesburg in 1854 and has been engaged in the grain business there ever since.

The Peoria receiver, who is sending bids to Peter Kowl at Walnut, Ia., will save postage by scratching his name off the list. Mr. Kowl has not been in the grain business for 10 years.

A report from the vicinity of Carrollton, Ill., is to the effect that the fall wheat is looking fine. Some of the early sown is already three or four inches high and is beginning to branch.

Conrad Gehrke, the oldest member of the Chicago Board of Trade, and a resident of Chicago for fifty years, died at his home, 76 Wells street, Sunday, Oct. 2nd, at the advanced age of 82 years.

Ridgeway, Ill., seems to be a rather rocky way for the regular grain dealers. It has two firms, who are said to be conducting a scoop-shovel grain business. Trusty & McDamit and Bowling & Walton.

Rosenbaum Bros. have ordered 2 No. 9 Monitor Oat Clippers, 2 No. 9 Monitor Warehouse Separators and one No. 9 Monitor Special Flax Machine, for their new elevator being built on the belt line at Chicago.

Two elevators at Gilman, Ill., have been doing a rushing business. In one day Kohl & Eden took in 276 loads of shelled corn, and Mr. Koehn took in 196 loads. During one week the average was 110 loads per day.

Fire was discovered on the roof of Griffin's elevator at Charleston, Ill., recently, but was extinguished before any serious damage was done. It is supposed to have caught from a spark from a passing locomotive.

A. W. Strong, formerly a wealthy Chicago Board of Trade operator, was found hanging recently near the outskirts of Indianapolis, Ind., with an empty morphine bottle near by. He lost all his money on the Board of Trade.

The farmers in the vicinity of Nashville, Ill., have begun to harvest one of the largest corn crops ever produced in that section. The average yield will be about 30 bushels, and there is almost 40,000 acres of land in corn cultivation.

The University of Illinois has been attempting to learn the cost of growing corn from the farmers of the state. The reports vary greatly. The average cost according to 3,000 reports received is \$8.71 per acre and about 16.1 cents per bushel.

The debris of the elevator of W. H. Morgan, which was burned at Tolono, Ill., recently, is being cleared away preparatory to building a new elevator. The old machinery was sent to Chicago. Plans have been made for a new, modern elevator.

The will of George H. Foster, of Evanston, Ill., a former Milwaukee grain dealer, who died July 31st, was filed in the probate court recently. By the terms of the will the entire estate, estimated at \$175,000, is left to the widow and son of the testator.

In Judge Chetlain's court at Chicago, recently, Wm. R. Hennig, Thos. Gibson, and Oliver Stratton, were each fined \$500 and costs for operating a bucket shop. They paid their fines. This work must be credited to that arch enemy of the bucket shops, John Hill, Jr.

J. M. Maguire, of Wilson, Ill., who for the past ten years has been buying grain for the Carrington-Hannah Co., has sold his store to Math. K. Mathison, and resigned his position as grain buyer. Mr. Maguire will move to Campus, Ill., and take charge of the Maguire elevator.

The Millington correspondent of the Sandwich, Ill., Argus writes: Grain elevators are now dotted along our railroad, almost as plentiful as telegraph poles, every 2x4 place having one or perhaps two of them. Schuman, a German farmer, is now putting up one at Seomond, a little hamlet with a population of but twenty-five.

George H. Sidwell & Co., of Chicago, Ill., have sold their elevator at Aurora, Ill., to the Neola Elevator Company, of

Chicago. It took possession the 27 of Sept. Mr. Sidwell has also disposed of his elevator at Chenoa, Ill., to the Neola Elevator Co.

The copartnership which existed between Chas. Buchholz and H. C. Spellmeyer, at Melvin, Ill., under the firm name of Buchholz & Spellmeyer, has been dissolved by mutual consent. Buchholz retiring. H. C. Spellmeyer has formed a partnership with William Buchholz, and they will continue the grain and coal business under the firm name of Buchholz & Spellmeyer.

A representative of the internal revenue commissioner has been investigating Chicago brokers, and so far seems very well satisfied with the taxes that have been paid on sales. The only objection raised has been that the tax has not been paid on many of the transferred trades. Surely now that the war is over the obnoxious tax law should be repealed. A little work would induce Congress to act promptly.

In a test run made at Armour C elevator, Chicago, Oct. 4, Superintendent Shaw raised 37,140 pounds of 30½ pound oats to 35 pound oats, the shrinkage being 480 pounds or 12½ bushels per thousand bushels. He also run 31,960 pounds of oats through the clipper and raised them from 26 to 30 pounds, the shrinkage being 440 pounds, or 14 bushels to the thousand. The work was done on a Monitor Oat Clipper.

Despite the many fires in large grain elevators in Chicago during the last two years, the building of wooden structures goes on. The new Armour elevator "D" will be a crib structure with brick veneer. It will be 360 feet long, 100 feet wide and 170 feet high. If a fire ever gets started in it, it will be destroyed like those before. Steel, cement and other fire proof material will eventually displace wood for large grain storehouses.

Joseph F. Kilduff, of La Salle, Ill., has been enjoying an unusually good business of late, and La Salle is once more becoming a prominent grain market. From Sept. 21 to Oct. 1 Mr. Kilduff received 80,025 bushels of corn at his elevators in La Salle and Dimmick. During the last week of September 540 loads were dumped at the La Salle elevator and 31 car loads were shipped by Mr. Kilduff. He paid out during the week \$11,482 which is surely a good business.

C. A. Johnson has overhauled the old Belden elevator on the Santa Fe tracks at Galesburg, Ill., painted it red and will operate it. It has a storage capacity of 6,000 bushels and contains a 10 horsepower Frost Engine and a Frost Boiler, and a Western Sheller of large capacity. Mr. Johnson will shell Western corn in transit for one-half a cent per bushel. As fuel is high at Galesburg he expects to sell the cobs for 50 cents a load. He will also put in a feed mill and grind feed.



A well known St. Louis commission man and his bride will attend the Annual Meeting of the Grain Dealers' National Association, at the Chicago Beach Hotel, Chicago, Nov. 2 and 3.



Geo. Lumham, of Meredosia, Ill., a scoop-shovel shipper, ships whenever he can get the grain to load into cars.

The farmers in the vicinity of Woodlawn, Ill., have not yet been cured of the habit of signing their names to miscellaneous papers. The last swindler is the seed wheat swindler, who induced many of them to help him out by signing an order for 5 bushels of wheat at \$5 per bushel. Of course, the farmers did not expect to pay such exorbitant prices or really didn't intend to buy seed wheat. If they would buy their seed grain of the elevator man, who is directly interested in their having good seed grain, and whose investment denies him the privilege of swindling them, they would get good seed grain at a reasonable price.

The sixth annual meeting of the Board of Trade Mutual Benefit Association was held in the old call board room at Chicago, Ill. recently. The old executive committee was reelected and empowered to elect officers and fill the vacancy created by the death of Gilbert Montague. This leaves the present executive committee J. W. Fernald, George W. Stone, P. A. Eschenburg, and Edward Brown. The executive committee report for the fiscal year showed the membership of the Association reduced from 848 to 800 by deaths and lapses. The benefit fund is now between \$2,900 and \$3,000 as against \$1,700 five years ago. The total paid out to date in benefits is \$153,108.

Residents in the neighborhood of H. Mueller's barley elevator, 56th St. and Lake Shore tracks, Chicago, have complained to the mayor against the dust thrown out by the elevator. This house has 10 dust collectors, and at the time the equipment was put in, it was supposed no further trouble would be experienced with dust. However, it seems that the system is defective and the dust is so bad that even people living several blocks away complain of it. It is no wonder that elevators blow up if the proprietors will permit them to become such obnoxious dust producers, as this one seems to be. The difference between a good dust collecting system and a poor one is a dusty elevator.

The many friends of Edward A. Curtis, will be grieved to learn of his death on the morning of Oct. 7, at the home of his sister, Mrs. Rubins, at Morton Park, a suburb of Chicago. Mr. Curtis had many friends on the Board of Trade as well as among the country grain shippers of the west. He was born in Buffalo, N. Y., about 1848. Early in life he became connected with the grain trade at Toledo, O. For a time he represented Milmine, Bodman & Co., at Toledo and later at Chicago. He traveled in Illinois for several years in the interest of Pope & Eckhardt Co., and later for Barrett, Farnum & Co. Last winter he broke down and went to Southern California and Texas for his health. He returned somewhat improved, but he was afflicted with an acute bronchial trouble from which he secured no permanent relief. He had been at the Board but a few days before, and his sudden death shocked his many friends. He was buried at Toledo beside his father and mother. Mr. Curtis was an enthusiastic student of economic and industrial problems, and well posted on the leading questions of the day. Few men enjoy as wide a trade acquaintance as Mr. Curtis and none are more respected. Always cordial and affable, he made friends readily and retained them. Mr. Curtis never married.

## IOWA.

Hartley, Ia., has been receiving over 10,000 bushels of grain daily.

The Kansas City Elevator at Elwell, Ia., burned on the afternoon of Oct. 7.

Mr. Shaw, of Charles City, Ia., will erect an elevator at West Point, Iowa.

J. A. Kile & Son, of Shenandoah, Ia., have put in a 500 bushel hopper scale.

Vanden Oever, of Dexter, Minn., has bought the grain elevator at McIntire, Ia.

G. E. Mickel is attempting to conduct a scoop-shovel grain business at Walnut, Ia.

Mr. Stevens is said to be trying to conduct a scoop-shovel grain business at Williams, Ia.

J. W. Chambers, formerly of Hepburn, Ia., now represents the Peavey Grain Co., at Des Moines.

When you enlarge or improve your elevator we would thank you to send us a notice of it for publication.

The grain dealers of Manson, Ia., are doing a big business, receiving daily about 10,000 bushels of oats and wheat.

C. C. McCardell has bought the elevator at Geneva, Ia., lately owned by Wurtzer & Luke and will take possession soon.

J. M. Brown, state manager for Charles Counselman & Co., in Ia., reports that the corn crop of Iowa will be about 75 or 80 per cent of an average crop.

Henry Soppe has purchased the warehouse at Worthington, Ia., from the Worthington Lumber Co., and will repair it, preparatory to going into the grain business.

The regular grain dealers of Iowa will advance their own interests by sending us the names of firms regularly engaged in the grain business at their own and near by stations.

One of the elevator men at Alta, Ia., took in 2,000 bushels of grain before 10 o'clock on the morning of Sept. 28. He was not able to get cars and was afraid that he would have to close his elevator.

The H. C. Sprague Commission Company has opened offices in Le Mars, Ia., and will do a general grain commission and brokerage business. L. McKendrick will be in charge of the office at Le Mars.

Mrs. Sharp, wife of J. G. Sharp, secretary of the Mill Owners' Mutual Fire Insurance Co., of Ia., died at her home in Des Moines, Sept. 21, at the age of 60 years. Her husband and seven children survive her.

The St. Paul and Kansas City Grain Company's cribs, containing 10,000 bushels of corn, and the Sioux City and Northern Railway Co.'s stock yards at Hinton, Ia., were burned Sept. 29. There was a loss of about \$2,400 on the corn and cribs; fully covered by insurance.

Peter Kowl, of Walnut, Iowa, has not been in the grain business for 10 years, yet one Peoria commission firm continues to bid him. A revision of mailing lists now and then would prove profitable work for every regular grain receiver.

Graham & Co., of Nassau, Ia., have started in the grain business at What Cheer, Iowa, and are advertising in the What Cheer Reporter which says, "As they are known to be honorable business men it will be a good thing for What Cheer."

W. Daugherty, of Hawthorne, Ia., has put a 20 h. p. Lewis Gasoline Engine in his elevator, also a Cornwall Corn

Cleaner, a Victor Sheller and a Warehouse Separator, which are doing satisfactory work. His elevator has a storage capacity of 12,000 bushels, his cribs 1,500 bushels.

The Barnard & Leas Mfg. Co., of Moline, Ill., report the following sales in Iowa during September. To the Amana Society, South Amana, 1 No. 1 Victor Corn Sheller, 1 No. 1 Cornwall Corn Cleaner, 2 cast iron adjustable elevator boots; R. Tipton, Lone Tree, 1 No. 8 Bowsher Feed Mill.

The annual report of the Iowa weather and crop service in connection with the United States weather bureau will be issued for the season of 1898 as soon as data can be collected, which will probably be some time in November. John R. Sage, the director, is now busy getting the material ready.

Evidently the grain dealers of Wesley, Ia., seem to be indulging in unreasonable bidding. The Wesley News says: Considerable grain that has heretofore gone to Buffalo Center now comes to Wesley. The farmers receive enough more for their grain to pay them handsomely for the extra number of miles they have to carry it.

H. H. Day has just put a dust collecting system in the Burlington & Mississippi elevator at Burlington, Ia. It is a complete system with the exception of leg connections on the first floor. Dust is taken from the oat clippers, separators and corn cleaners, also from elevator heads and from floor sweeps on all the floors. The dust is delivered to three furnaces by the furnace feeders.

J. L. Cameron, of Hesper, Ia., supplements his report on defective corn by exhibiting samples from his fields in various stages of imperfection. The corn was grown on clover sod well manured. He found by counting that he had but 10 per cent of good ears 9 inches or more in length; 21 per cent averaged 8 inches; 17 per cent averaged 7 inches; and 12 per cent 6 inches; of the balance 16 per cent were defective long ears, and 24 per cent nubbins. He found that where there was but one stock in a hill he got 9-inch corn, 10 per cent of the stalks had no ears at all.

## NEBRASKA.

Grain trade news items are always welcome.

C. Kellner is building an elevator at Beaver Crossing, Neb.

Peavey & Co. have just completed a new elevator at Thurston, Neb.

Work has been commenced on the new elevator at Brainard, Neb.

Peter Galligan is doing a scoop-shovel grain business at Lindsay, Neb.

Wm. Clark has recently completed a new grain elevator at Edgar, Neb.

The elevator at Bay State, Neb., recently destroyed, is now being rebuilt.

Turner & Bramer are erecting a new 20,000 bushel elevator at Gothenburg, Neb.

Clarkson, Neb., has a scoop-shovel grain shipper by the name of Joseph Tomes, who is making some trouble for the regular dealers.

Wm. Otto, Charleston, Neb., writes: "We intend in the spring to put a new foundation under our elevator, put in a new engine, and fix it up generally; then we will have one of the best elevators in the state."



The steam plant of the old Fowler elevator at Omaha, which was damaged by fire some time ago has been repaired and the plant put in operation. Pratt & Co., who operate the house, credited the fire to spontaneous combustion in the coal bin.

Shelly, Westbrook & Co., of South Omaha, and York, Nebraska, have dissolved partnership. Shelly & Westbrook will operate the elevator at Goehner, Octavia, Dwight and Cordova, Neb., with the head office at South Omaha. F. P. Van Wickle will operate the elevators at York, Charleston, Stockham, Surprise and Thayer, Neb., Mr. Van Wickle will continue to make York his headquarters.

The Barnard & Leas Mfg. Co. report the following sales for Nebraska: Bossemeyer Bros., Superior, Neb., a No. 2 Barnard W. H. Separator; J. F. Roll, Ithaca, Neb., a No. 2 Cornwall Corn Cleaner and an Eureka Bran Packer; B. H. Newell, Wilsonville, Neb., a No. 1 3-Roller Willford Mill, and a No. 1 Little Victor Corn Sheller and Cleaner, Heads, Boots, Pulleys, etc.; F. L. Young, Edgar, Neb., a No. 0 Victor Corn Sheller.

### KANSAS.

Power & Williams, grain dealers at Peabody, Kan., have dissolved partnership.

J. K. Mayberry of McPherson, Kan., has just completed a new elevator at Elyria, Kan.

Kansas has raised this year the smallest corn crop, with four exceptions, in seventeen years.

If you make a change in your firm or your place of business, kindly send us a notice of same for publication.

The new elevator at Hudson, Kan., is now completed and ready to receive grain. It has a capacity of 20,000 bushels.

Harry Light, of Parsons, Kan., has opened a grain office and will buy wheat at Saline. He intends to build a small elevator.

Henry W. Dale of Larned, Kan., has been appointed assistant state grain inspector by Gov. Leedy, with headquarters in Kansas City, Kan.

It is said that a good many of the Kansas mills are forced to shut down because the farmers are able to hold their wheat for a higher price.

T. H. Urton of Englevale, Kan., writes: "I am the only regular grain dealer at Englevale, Armour or Drywood, but there are a number of farmers who get quotations from Kansas City, Memphis and other points. This should not be."

A Kansas correspondent informs us that several Kansas City grain receivers are sending quotations to W. H. Bertholf at Greenwich, Kan. Mr. Bertholf never was a regular shipper, and is now living in Wichita. The quotations fall into the hands of his son, and he uses them to injure the business of the regular shippers. A revision of mailing lists now and then would save much postage.

W. W. Culver, chief grain inspector of Kansas, in his published report to Gov. Leedy of the operations of the grain department, says: The inspecting, grading and weighing of grain for buyer and seller by wholly disinterested parties is at last a long-wished-for fact. Boards of trade and like organizations necessary to the speedy and proper buying and selling of grain have usually derogated to themselves the making of rules for grading and weighing grain.

These organizations generally have disputed the feasibility of the state attempting to appoint men to arbitrate or adjust differences that might come up between buyer and seller. But it has now been demonstrated that it can be successfully done."

### MISSOURI.

W. D. Cook is remodeling his elevator at Tebo, Mo.

O. P. Smirk has succeeded R. Bowsher in the flour and grain business at Princeton, Mo.

The Talpey Grain Co. has leased and will operate the Empire elevator at Kansas City, Mo.

J. W. Brocaw, postmaster at Harrisonville, Mo., writes us that he has succeeded Monday Bros. in the grain business at that place.

Geo. A. Moore was arrested on a warrant sworn out by the Springfield Grain & Produce Co., of Springfield, Mo., charging him with embezzling \$50.

An organization to be known as the American Agriculturists' Association has been started at St. Joseph, Mo. The object of this association is to try and help the farmers get better prices for their products.

Kansas City, Mo. papers claim that their city is the "Mecca" for the distribution of the farm products of the west, and that their grain market affords a wider field than any other trade center in the country.

The grain elevator of McDaniel & Morrow, at Carthage, Mo., was destroyed by fire Sept. 4. The fire originated in the engine room. The elevator contained at the time of the fire 2,000 bushels of wheat and 2,000 bushels of corn. The elevator will probably be rebuilt.

Clinton D. French, who has been at the head of the French Bros.' Commission Co., of Kansas City, Mo., for the past twenty years, has severed his connection with that firm and has associated himself with Judge William P. Hunt, for the purpose of establishing a general commission business in grain, stocks and bonds. The name of the new firm is W. P. Hunt Commission Company.

Harrison Hicks, an old and prominent citizen of Hopkins, Mo., died of heart disease Sept. 20. Mr. Hicks was born in Ohio in 1831 and went to Hopkins in 1876 and engaged in the grain business in which he was very successful. He was an active worker in the temperance movement, and every good cause received his support.

Daniel P. Byrne & Co., of St. Louis, Mo., are "jiners" in the full sense of the word, being members of the Grain Dealers' Union, of Southwest Iowa and Northwest Missouri, the Kansas Grain Dealers' Association, the Nebraska Grain Buyers' Association, the Illinois Grain Dealers' Association and the National Hay Association.

Howard McCommon's elevator at Quitman, Mo., was destroyed by fire Oct. 1. The elevator has been built several years and cost \$9,000. It contained at the time of the fire 420 bushels of rye, 1,400 bushels of oats, and 4,000 bushels of corn. The total loss is estimated at \$10,000 with \$3,100 insurance. The origin of the fire is not known.

A good many members of the Merchants' Exchange of St. Louis, Mo., are reviving the question of abolishing the daily grain call on the 'Change. It is claimed that the call has outlived its usefulness, and that the bids and offers

on cash grain made there and telegraphed into the country do a great deal of harm to the St. Louis market.

### MICHIGAN.

The new elevator at Hopkins Station, Mich., is now completed.

Van Slooten & Goodman have purchased the feed mill at West Olive, Mich.

The Richmond Elevator Co. is putting a new steel roof on its elevator building at Port Huron, Mich.

Mr. Sharbly of Coats Grove, Mich., has bought ground and is getting ready to put up an elevator in the spring.

Fifield & Mundy are building an elevator on the F. & P. M. railroad tracks at their farm near Battle Creek, Mich.

W. Stellwagen, of Garden, Mich., has purchased a No. 1 Three Roller Willford Mill from the Barnard & Leas Mfg. Co.

The Richmond Elevator Co. of Richmond, Mich., contemplates moving one of its elevators at Richmond to Marine City.

The grain elevator at Saline, Mich., has been improved by the installing of new machinery for the cleaning and handling of grain.

A heavy rain storm in the vicinity of Sturgis, Mich., recently did great damage to the winter wheat fields. Fortunately for the farmers, it is early and they can replant.

G. L. McLane & Co. have ordered a No. 9 Monitor Separator for their new transfer and cleaning elevator at Battle Creek, Mich. They expect to have it in operation Nov. 1. The elevator will have a capacity of 60,000 bushels.

### WISCONSIN.

It is rumored that another new grain elevator will be built at Manitowoc, Wis.

Geo. Cordes has installed a gasoline engine in his elevator at New London, Wis.

F. E. Baldwin has installed a gasoline engine in his elevator at Glendale, Wis.

Behnke's elevator at Brillion, Wis., is now completed and he is buying considerable grain.

Over 200 men are employed in the erection of the 1,000,000 bushel elevator at Manitowoc, Wis.

The Milwaukee Elevator Co., Milwaukee, Wis., has ordered two No. 9 Special Monitor barley separators.

Wm. Boorman, of Waterloo, Wis., has purchased an elevator at Howard, S. D., and will enter the grain business at that place.

The Milwaukee Board of Trade has adopted an amendment to the rules, reducing the weight of a carload of timothy or clover seed from 30,000 to 24,000 pounds.

The Barnard & Leas Mfg. Co. report the following sales in Wisconsin: Milwaukee Elevator Co., Milwaukee, two No. 68 Cornwall New Method Oat Clippers and two No. 4 Barnard Elevator Separators; C. Otis, Vesper, Wis., a No. 2 Willford Three-high Roller Mill.

The grain receivers doing business on the 'Change at Milwaukee are using every effort they can to prevent elevator men from making purchases of grain direct from the shippers instead of in open market. The following resolution against track bids was adopted by the receivers doing business on the Exchange: Resolved, That the mak-



ing of bids for grain of any kind on track or free on board at country points for shipment to Milwaukee that offered less margin over freight and customary charges than the established rate of commission, shall be regarded as cutting commissions and be treated accordingly.

### MINNESOTA.

A new elevator is to be built at Jackson, Minn.

J. J. Hill expects to build a large corn elevator at Duluth, Minn.

Julius Podratz is building an elevator on his farm near Transit, Minn.

Julius Van Hagen has taken charge of the elevator at Sleepy Eye, Minn.

A farmers' elevator of 30,000 bushels capacity will be built at Montgomery, Minn.

Bingham Bros. have bought the New Ulm Roller Mill Co.'s elevator at Essig, Minn.

The farmers' elevator at Chokio, Minn., is completed and now ready to receive grain.

The John Miller Co., of Duluth, Minn., though a young firm, is handling a large share of the North Dakota wheat crop.

The Eagle Mill Co., of New Ulm, Minn., has completed the erection of a new 30,000 bushel elevator at Lamber-ton.

F. J. Warneke of Glencoe, Minn., has recently purchased a No. 1 Three Roller Willford Mill from the Barnard & Leas Mfg. Co.

The St. Anthony & Dakota Elevator Co. has just completed a large elevator at Russia, Minn. The power is furnished by a gasoline engine.

Hommer & Willnow, grain dealers at Utica, Minn., have dissolved partnership by mutual agreement. Mr. Hommer will now have sole charge of the elevator.

The Atlantic Elevator Co.'s elevator at Glenwood, Minn., was destroyed by fire Oct. 2. The elevator contained 1,000 bushels of wheat. Both wheat and elevator were fully insured.

The Farmers' Elevator at Morris, Minn., recently took in the most wheat that one elevator has ever taken in at this place in one day; 85 loads were unloaded, making over 5,000 bushels.

The East Grand Forks Elevator Co., of East Grand Forks, Minn., has been incorporated. The incorporators are R. L. Frazee of Pelican Rapids, J. E. Nicolls, W. G. Nicolls, T. R. Taylor and James Walker of Minneapolis. The capital stock is \$35,000.

The state board of equalization of Minnesota seems determined that the big elevators and the grain they contain shall be assessed. It passed a resolution calling for an assessment of the Great Northern Elevator B at Como and the elevators of the same company at Minneapolis. Neither the grain nor the elevator at Como has been assessed before. The company claims that it is exempt because it stands on railroad land. The case is now pending.

There has been a great deal of complaint on the part of the farmers and shippers regarding this year's inspection of wheat at Duluth. The inspectors are charged with deliberately giving wheat a low grade when inspected in, so that the elevator companies might reap the benefit when the grain is inspected out of the elevators. The Railroad and Warehouse Commission is investigating the charge and will endeavor to do justice to the farmers, grain buyers and the inspection department.

The Interstate Elevator Co., of Winona, Minn., has purchased a line of twenty-one elevators in South Dakota from Archer & Howe, of St. Paul. These elevators have a capacity of 250,000 bushels, and are located at Groton, Aberdeen, Hecla, Castlewood, Iroquois, Cavour, De Smet, Estelline, Clark, Doland, Turton, Conde, Frankfort, Condon, Athol, Zell, Gettysburg, Hitchcock and Rudolph. The Interstate Elevator Co. now has control of a line of fifty-seven elevators, with a capacity of 1,750,000 bushels. This is one of the largest lines of elevators in the Northwest.

### NORTHWEST.

Lundy & Kirby have entered the grain business at Peck, Idaho.

Plummer & Co. are operating the elevator at Minnewaukan, N. D.

The Woodworth Elevator Co. will build elevators at Napoleon and Brad-dock, N. D.

The Monarch Elevator Co. has completed a 30,000 bushel elevator at Brins-made, N. D.

Dana Long of Le Mars, Ia., has opened a grain commission and brokerage business at Sioux Falls, S. D.

The Missouri Mercantile Co., of Helena, Mont., is building a new elevator and it will be ready to receive grain in a short time.

Thomas Robertson, vice-president of the West Jordan Milling Co., West Jordan, Utah, reports that the crop this year is fully up to the average.

The large elevator and mill of the North Dakota Milling Co., at Bismarck, N. D., was completely destroyed by fire Oct. 2 from flames originating in the engine room. Loss, \$50,000; covered by insurance.

### SOUTHWEST.

Texas dealers are getting together, and the scoop-shovel man must go.

H. B. Dorsey has opened up a grain and feed store at Weatherford, Texas.

T. W. Teague will have charge of the large elevator "A" at Galveston, Texas.

The first annual meeting of the South Texas Hay association was held at Houston, Texas, October 4 and 5.

Texas, for the second time in her history, so it is reported, has raised more corn than is needed for home consumption.

The low price of cotton and the uncertainty of the crop, is causing many farmers in Texas to go into the wheat raising industry.

It is rumored that the farmers of Tarrant county, Texas, are organizing to build a grain elevator with a capacity of 1,000,000 bushels at Fort Worth.

The Alliance Milling Co., of Denton, Texas, is building a new grain elevator. There being so much wheat to handle the two elevators were not enough. The new house will have a capacity of 27,000 bushels.

J. J. Groelcose, commissioner of the Galveston, Texas, freight bureau, has been at Kansas City and Omaha investigating the grain situation and trying to ascertain why it is that the grain is not moving more freely through Galveston.

G. C. Mountcastle, representing Chas. F. Orthwein & Co., of St. Louis, Mo., at Fort Worth, Texas, says that his firm will begin erecting its elevator as

soon as a title to the grounds can be secured, the delay heretofore being due to this cause.

The Barnard & Leas Mfg. Co. report the following sales in the southwest: H. D. Cox, Cheyenne, O. T., a No. 1 Little Victor Corn Sheller and Cleaner; Phillip Rahm, New Orleans, La., three Cornwall Sifters and three Plantation Rice Hullers; B. F. Byrd, Davis, I. T., a forty bushel grain hopper.

J. P. Harrison, president, C. F. Gribble and W. O. Brackett, of the transportation committee, and E. H. Crenshaw, secretary of the Texas Grain Dealers' association, met at Austin, Texas, September 29 and drafted an application to the railroad commission asking for a 10 cent rate on corn from Texas points via Galveston for export.

### PACIFIC COAST.

W. L. Lyons has gone into the grain business at Pullman, Wash.

David Glasgow, of Davenport, Wash., has sold 200,000 grain sacks so far this year.

J. S. Purdy has opened a grain, stock and bond brokerage business at San Francisco, Cal.

The Tacoma Grain Co. is erecting a 100-foot addition to its warehouse at Colton, Wash.

J. J. Inkster, of Trail, B. C., has become associated with Inkster Bros & Co. in the grain business at Davenport, Wash.

As yet this year's crop is Washington has not begun to move very fast, farmers are holding their grain for a better market.

D. A. Robinson is superintending the construction of large grain warehouses and extensive docks for the Great Northern railroad at Seattle, Wash.

Washington will find a ready market for this year's crop in California. Already the demand has necessitated an increase in transportation facilities.

The O. R. & N. Ry. Co. is building a new grain warehouse on the wharf at Portland, Ore., the building will be 150x1,500 feet, with a capacity of 2,500,000 bushels.

The Northwest Storage Co. has been formed at Cheney, Wash., for storing, buying and shipping grain. The incorporators are C. A. Ratcliffe, of Cheney, and Jerome Martin, of Tyler.

The Washington state grain commission has fixed the rules for grading wheat as follows: Choice milling 60½ pounds; No. 1, 58 pounds; No. 2, 56 pounds; No. 3, 54 pounds. These are minimum weights. Oat and barley grades are to remain the same as last year's.

San Francisco, Cal., grain buyers are ordering their grain inspected at Tacoma, Wash, prior to shipment. Heretofore it has been the custom to ship wheat to San Francisco and accept the grading made there, but now the Washington state inspector's grading will be accepted.

Articles of incorporation of the Union Warehouse Co., of Stockton, Cal., have been filed. The object of this company is to buy and sell grain, buy, lease or sell land, lend money, etc. The capital stock is placed at \$250,000. The incorporators and first board of directors are George W. McNear, George W. McNear, Jr., Seward B. McNear, P. E. Bowles and Donald Y. Campbell.



# THE ANNUAL MEETING

of the GRAIN DEALERS' NATIONAL ASSOCIATION, will be held at the CHICAGO BEACH HOTEL, CHICAGO, November 2nd and 3d, 1898.

## Special Rates

have been made at the Hotel for this meeting...



It is located on the  
Lake Shore and 51st  
Boulevard...



Its broad verandas, large office, commodious parlors, modern appointments, and its 450 outside rooms, make it an ideal place to stop. Come and bring your wife.



Those desiring to engage rooms in advance of the Convention, should address Manager

GEORGE B. ROSS,

at the hotel. \*\*\*\*\*



View of Lake from the Chicago Beach Hotel.

## OATS

CLIPPED, CLEANED  
AND MIXED  
AT THE

Nickel Plate Elevator,

Operated by HARRY G. CHASE, 10 Pacific Ave.  
....CHICAGO....

2 For...  
\$1.50

You can get two journals for the price of one if you will cut this out and send it with \$1.50 to the

Toledo Daily Market Report,

published daily at Toledo, Ohio, by the Franklin Printing and Engraving Co., or to the

GRAIN DEALERS JOURNAL,

published on the 10th and 25th of each month, by the Grain Dealers Company, at Chicago, Ill.

The price of each journal alone is \$1 per year; if both are subscribed for at the same time you can get them, one year, for \$1.50.

IT IS NOT What you pay for the advertisement, but what the advertisement pays you. It pays to advertise in the Grain Dealers Journal.

## Perforated Metal For Grain Cleaners



## Rubber Stamps...

Of all kinds, Inks, Pads, Stencils, Steel Dies and Seals. Write for Dept. B.

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Industries located on the line of The Belt Railway Co., of Chicago, are afforded unequalled switching facilities and the advantage of connecting with all Chicago railroads. They have the benefit of competitive rates and an abundant supply of cars for shipments at all times. Parties contemplating the establishment of industries in the vicinity of Chicago are invited to communicate with the undersigned, who will promptly furnish full information in regard to location, switching rates, car supply, etc.

B. THOMAS,  
Pres. and Gen. Mgr.,  
Dearborn Station, Chicago.

## No Revenue Stamp Required

We are making a combined Cash and Storage Ticket, or receipt for grain, that does not require a revenue stamp when paid at bank.

Price in books of 1000 numbered consecutively, with stub, \$4.50.

In ordering send sample of receipt in use now. Address

C. E. JUDD CO., DULUTH, MINN.

## FUMA CARBON BISULPHIDE.

"The wheels of the gods grind slow but exceeding small." So do weevil, but don't let them grind your grain, it doesn't pay. "FUMA," as others KILL THEM WITH are doing.

"Why stand idly by while myriads of insects eat what has cost so much labor to harvest?"—H. E. Weed.

The best remedy in every respect for killing grain insects is Bisulphide of Carbon. It is cheap, effectual and easy to apply."—Alabama Exp. Sta. Bulletin 61.

Send for illustrated pamphlet. It is interesting, readable and will save you money.

EDWARD R. TAYLOR, Cleveland, O.



KIMBALL BROS., 1007 Ninth St., Council Bluffs, Ia.



## TRY PENCIL POINT PENS

PENCIL POINT NO. 1

The best pen for figures, posting and general use on the market. Point curves toward center of holder, draws a fine round line, feels like a pencil and will not scratch, spread nor become coarser with use. The best ledger and posting pen known. Long lived.

Diamond Point No. 7 is unexcelled for general use and rapid writing. This pen glides over the surface of the roughest and poorest paper smoothly. A splendid office pen for Banks, Hotels, Insurance Companies, etc. Never wears out.

To try one dozen of either by mail, 15 cents. Or one dozen of each and six other samples of our Nickel Steel Pens, by mail, 25 cents. Stamps will do.

THE SPOT CASH PEN CO.

506 JOURNAL BUILDING, CHICAGO.

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a sign on your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable trade paper is only so many thousand signs spread over a great many square miles. You can't carry everybody to your sign, but the

GRAIN DEALERS JOURNAL can carry your sign to everyone in the trade. . . . TRY IT.

## 2 for 1

You can get two journals for the price of one, if you will cut this out and send it with \$3 to the

## Daily Market Record,

published daily at Minneapolis, Minn., by G. D. Rogers, or to the

GRAIN DEALERS JOURNAL

published semi-monthly by the Grain Dealers Company at Chicago, Ill.

The price of the Daily Market Record is \$3 per year; the price of the Grain Dealers Journal is \$1 per year; both together \$3 per year

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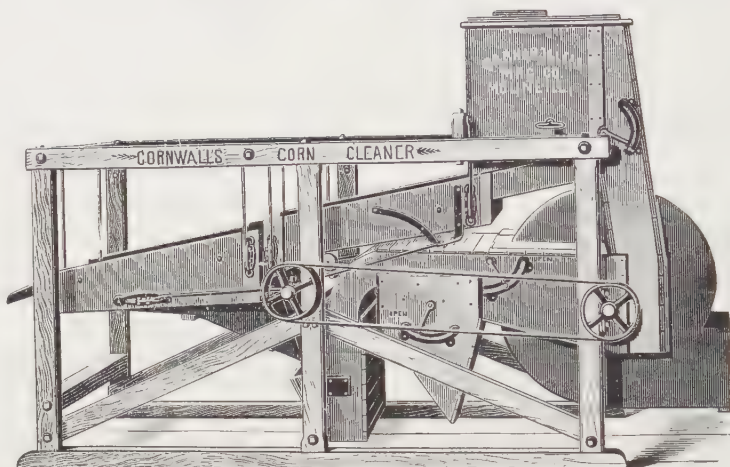
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## BARNARD &amp; LEAS MFG. CO.

MOLINE, ILLINOIS,

MANUFACTURERS OF THE BEST CORN CLEANER  
IN THE WORLD, VIZ. THE

## Cornwall Corn Cleaner!



This in connection with our VICTOR CORN SHELLER makes the best outfit for shelling and cleaning corn for the market that has ever been used, and we guarantee it to be such. Write us for further information and don't forget to give us a trial.

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JENNINGS' NEW ENGLAND TELEGRAPH CIPHER and  
DIRECTORY, Bound in Morocco, \$3.00.

A-B-C INTERNATIONAL CODE, \$7.00.

STEWART'S TELEGRAPHIC CODE,  
By means of which any number from 1 to 1,000,000 can be expressed by a single word of not more than 10 letters. 25 cents.

For any of the above, address

GRAIN DEALERS COMPANY, 10 Pacific Ave., CHICAGO, ILL.

## Grain Tables FOR CAR LOADS.

COMPILED FOR THE CHICAGO WAREHOUSE REGISTRAR.

THESE TABLES show the number of bushels in any amount of grain which can be weighed in large hopper scales. No figuring is required. The tables are well printed on strong heavy paper, and so arranged that anyone can readily find the number of bushels in any amount. The tables are printed on only one side of each leaf. Each leaf is notched at right hand margin and the range of the weights on it shown in heavy faced type on margin. The tables are arranged in eleven columns on each right hand page. The first column contains the weights in thousands and hundreds of pounds, from 20,000 to 70,000 pounds. The second column shows the number of bushels in these even hundred weights of grain; the third column shows the number of bushels in the even hundred weights plus ten pounds; the fourth column plus twenty pounds; the fifth column plus thirty pounds, etc.

The tables are strongly bound in cloth. The tables for Oats at 32 pounds are bound in olive green; the tables for Corn and Rye at 56 pounds in sea green and the tables for Barley at 48 pounds in black. Many errors are prevented and much labor avoided by their use. Each book is complete in itself. Price, \$1. For any of these tables address the

GRAIN DEALERS COMPANY, 10 Pacific Ave., CHICAGO, ILL.



# Clarks Grain Tables

AVOID UNNECESSARY FIGURING,  
PREVENT ERRORS IN COMPUTATIONS  
BY USING

CLARK'S STANDARD SERIES  
OF GRAIN CALCULATORS,  
FOR REDUCING POUNDS TO BUSHELS.

**Clark's Grain Tables for Wagon Loads** reduces team scale weights to bushels. This book is prepared for use by Country Buyers. It contains 9 tables, showing the number of bushels in any load from 100 to 4,000 lbs. The first table is for reducing weight of oats to bushels of 32 lbs.; the second is for oats at 35 lbs.; the third is for barley, Hungarian grass and cornmeal at 58 lbs. to the bushel; the fourth is for shelled corn, rye and flax seed at 56 lbs. to the bushel; the fifth is for wheat, clover seed, beans, peas and potatoes at 60 lbs. to the bushel; the sixth, seventh and eighth are for ear corn at 70, 75 and 80 lbs., respectively, to the bushel; the ninth is for timothy seed at 45 lbs. to the bushel. All of the tables are printed in heavy faced type on good paper. The price of this book, bound in strong manilla cover paper, is 50 cents.

**Clark's Vest Pocket Grain Tables** include tables reducing any number of pounds from 60 to 100,000 to bushels of 56 lbs., 60 lbs., 48 lbs., 70 lbs., 75 lbs., 80 lbs. and 45 lbs. They are bound in tough paper and form a thin book 2 3/4 inches wide by 8 1/4 inches long. Price 50 cents.

**Clark's Grain Tables for Car Loads** reduces any amount from 20,000 to 64,000 lbs. to bushels, and is designed for use by Shippers and Commission Merchants. It is printed on good paper from heavy faced type and bound in cloth. It contains 16 tables, which show the equivalent in bushels of 32, 56, 60 and 48 lbs., of any amount from 20,000 to 64,000 lbs. Price \$1.50.

**Bushel Values** is a companion table for wagon loads. It shows the cost of bushels and lbs., when the market price is any amount from 13 cents to \$1.04 per bushel. It is conveniently arranged and easily understood. It is printed on good paper and bound in heavy cover paper. Price 50 cents.

Any of the above tables can be obtained from the  
**GRAIN DEALERS COMPANY,**  
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## THE OMAHA EXPOSITION.

When the World's Fair at Chicago ceased to exist, it was supposed that we should ne'er look upon its like again. However, the Trans-Mississippi Exposition at Omaha has effectively reproduced in similarity all of the buildings which made the White City so attractive in 1893.

It does not now take weeks to wander through grounds and structures and then be compelled to go away with a jumble of ideas, for the Omaha Exposition people have profited by past experience, and have so improved the arrangement of exhibits that no more than two or three days of time need be consumed in admiration and inspection of the marvelous resources of the West, collected together in the chief city of Nebraska.

Even the new Midway, is a reproduction of the far-famed Street of All Nations of 1893, with many improvements upon the original.

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The means of communication between the city and the grounds are ample, and the distance to be traversed is short.

The ways of reaching Omaha are innumerable, but chief among them is the direct Chicago and Omaha short line of the Chicago, Milwaukee & St. Paul Railway, with its electric-lighted, vestibuled trains, leaving Chicago every night at 6:15 p. m., and arriving Omaha at 8:20 the next morning. Dining car service en route.

Excursion tickets are on sale at every coupon ticket office in the United States over the Chicago, Milwaukee & St. Paul Railway through Northern Illinois and Central Iowa, as well as at 95 Adams St., and at the Union Passenger Station, Canal and Adams streets, Chicago.

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Are Known for Strength and Durability.

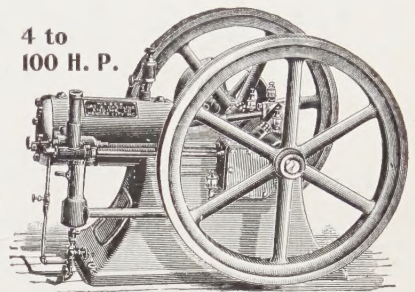
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Cost to Run, 1c per H. P. Hour.

Send for Catalogue.

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## HAY—GRAIN. TWO JOURNALS \$2

Dealers engaged in handling hay as well as grain will profit by subscribing for a journal devoted exclusively to the hay trade and for the Grain Dealers Journal. THE HAY TRADE JOURNAL is published weekly by Willis Bullock at Canajoharie, N. Y., for \$2 per year. The Grain Dealers Journal is published semi-monthly by the Grain Dealers Company at Chicago, for \$1 per year. Regular dealers can get both Journals one year by sending \$2 to either Journal and mentioning this offer.

**\$3 for \$2**

Write your name and address below and mail to

The GRAIN DEALERS COMPANY,  
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Gentlemen:—Enclosed find One Dollar for which please  
send the GRAIN DEALERS JOURNAL for one year to

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"The official lists of the grain dealers, shippers, flouring mills, elevators and commission houses of any one of the 27 of the principal cities is alone worth **99** many times this small sum and this is the only work which contains these lists, and they are correct and revised to date, besides the many thousands and thousands of places all over the country where grain is bought and sold!!"

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**\$20.50** Worth of the Most Valuable and Up-to-Date Advertising and Works relating to the Grain Trade **FOR \$3.00**

**Read the Greatest Offer Ever Made** to anyone who Operates an Elevator or Flouring Mill, who is a Grain Buyer or seller, a Grain Commission Merchant, a Track Buyer or Seller, or Anyone who desires to reach any of this class of customers. ....

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| Clark's Grain Dealers' and Shippers' Gazetteer for 1897-98, 800 pages, 9x12 inches, bound in cloth..... | regular price, \$ 5.00 | <b>Total \$20.50</b> |
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**Contains the Official List of Flouring Mills, Elevators, Grain Dealers, Shippers and Commission Merchants Located on ALL THE RAILROADS THROUGHOUT THE UNITED STATES AND CANADA.**

**To the Individual or Firm Receiving this Issue of the Grain Dealers Journal:**

GENTLEMEN:—Your business is located on one of these railroads somewhere in the U. S., and your name has been furnished for the work by the officials of said road, as the work is issued under their indorsement and with their co-operation. To print here all the roads represented would take up too much room. Should your firm, however, be a subscriber to **Clark's Grain Dealers' and Shippers' Gazetteer** for 1898 you are aware of the value of the works and of advertising above mentioned, and that you paid the amount asked for the entire list for the book alone. Eighty per cent. of the subscribers have renewed, as before, without premiums or advertising space as offered above. The 1899 edition of this work (now being compiled), **will include the lists of more than one hundred railroads not appearing in work for 1898.** It will be between 400 and 500 pages, handsomely bound in cloth. The roads being alive to the importance of the work, every line represented gives the lists the most careful revision, so that absolute accuracy is guaranteed. Besides, the millers and elevators are marked so that you can tell at a glance whether the firm belongs to the milling, elevator, grain buying or commission class. It contains the Grain Inspection Rules of the leading Boards of Trade, including Minneapolis, Philadelphia, Milwaukee, St. Louis, Detroit, Chicago, Cincinnati, Toledo, etc., the list of officers of the leading Boards of Trade, and other information of interest and profit to proprietors of elevators, flour mill owners, grain dealers and shippers, commission houses and track buyers, and concerns who desire to reach this class of customers. The price of the work hereafter will be \$5.00, but should you feel like taking advantage of the above you may do so, if you send your remittance—in that case you can have the entire list sent by express fully prepaid for only \$3.00. Here's an opportunity to get an immense amount of up-to-date information and valuable advertising for a very small sum. Any of the items mentioned are worth more than the price asked for all. Remember, only \$3.00 pays for the entire lot. Send at once so as not to be too late, and inclose "copy" for your advertisement. Write advertisement plainly, as "proof" cannot be shown. Address

**CLARK'S GRAIN DEALERS' AND SHIPPERS' GAZETTEER, 10th Floor Adams Express Building, Chicago.**

## It Has Occurred to Us

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That all an advertisement might say would not influence you as much as to print (as we do below), the names of old subscribers whose orders for the 1898 work were received in one day's mail recently. It shows the diversity of the circulation of this great work and the high esteem in which it is held. Do you believe these hard headed business men would send a renewal for a work that did not pay them? They paid the price asked and received no premiums. You get \$20.50 worth for \$3.00. Send at once. There are also a few letters from old advertisers in the previous work who send renewals. Your advertisement ought to pay you the same or even better than it does them. A medium that an advertiser who has thoroughly tested it says is good must be very good. Send us your order at once.

Chase, Hibbard Milling Co.....Elmira, N. Y.  
The Weston Mill Co.....Scranton, Pa.  
Jesse Jones & Son.....Norfolk, Va.  
J. Chas. McCullough, Exp'r.....Cincinnati, O.  
Southern Grain Co.....Kansas City, Mo.  
Santona Roller Mills.....Santona, Iowa.  
Saginaw Milling Co.....Saginaw, Mich.  
Chas. A. Ayres & Co.....Martinsville, O.  
Griffiths & Hayes, Ag'l Imp.....Paoli, Kan.  
Ballard & Ballard Co. Mill.....Louisville, Ky.  
McCord & Kelly.....Columbus, O.  
J. H. Hennesch & Co.....Cincinnati, O.  
Enterprise G'n Elevator.....Binghamton, N. Y.  
L. Frersdorf & Son.....Hudson, Mich.  
Penn Yan Roller Mills.....Penn Yan, N. Y.  
McFarlane Mill Co.....Sherbrooke, Quebec.  
Dwight M. Baldwin, Jr.....Graceville, Minn.  
Logan & Co., Grain.....Nashville, Tenn.

Watertown Roller Mills.....Watertown, S. D.  
The Cutler Co.....North Wilbraham, Mass.  
Bernier & Co.....St. Hyacinthe, Can.  
Miner, Hillard Flour Mills.....Wilkesbarre, Pa.  
B. L. Bridges & Co.....Memphis, Tenn.  
S. L. Hamilton.....Ashland, Ill.  
G. W. Kennedy & Son.....Shelbyville, Ind.  
S. R. Lown.....Cuba, N. Y.  
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Howell & Webster.....Middletown, N. Y.  
Schwartz & Co.....Walcut, Iowa.  
J. S. Lewis & Co.....Lockhart, Tex.  
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R. L. LeBlanc, Grain.....Chetawa, Miss.  
G. A. Richards, Grain.....Gulfport Center, N. Y.  
J. S. Liggett, Grain.....Wellsburg, W. Va.  
John Wade & Sons.....Memphis, Tenn.  
George H. Swearingen, G. Store.....Dunbar, Pa.

Davis & Co., Elevators.....Nevada, Mo.  
Edward J. Wilkins.....Pittsburg, Pa.  
C. M. McLaughlin.....Unity, Pa.  
G. L. McLane & Co.....Union Mills, Ind.  
Hertz & Kever.....Kansas City, Mo.  
W. M. Reid, Grain.....Bucyrus, O.  
Mercer & Kulp.....Phoenixville, Pa.  
E. R. Ulrich & Son.....Springfield, Ill.  
J. D. Nichols & Son.....Noble, Ill.  
Scott Roves' Sons.....Cincinnati, O.  
Chas. H. Lindner.....Valparaiso, Ind.  
E. F. Grover, Grain.....Glyndon, Minn.  
C. O. Matheny & Co.....Springfield, Ill.  
Robt. Eliot & Co., Grain.....Milwaukee  
A. Sperling.....Dewey, Ill.  
Alden F. Hays, Grain.....Sewickley, Iowa.  
W. A. McLogan & Co.....Carroll, Iowa.  
R. J. Gathers.....Hastings, Pa.

**"In the Opinion of the Leading Millers, Elevator Owners, Grain Merchants, Buyers and Sellers, it is the Best Work Ever Issued."**

### SANDWICH ENTERPRISE COMPANY.

SANDWICH, ILL.

Clark's Grain Dealers' and Shippers' Gazetteer, Chicago, Ill.

Gentlemen:—We have yours of the 27th ult., and have concluded to place our advertisements in the Gazetteer which you are getting ready for publication, accepting your offer, which we understand is the same as made last year which we used. We sign order and enclose same herewith.

Yours truly, SANDWICH ENTERPRISE CO.,  
By W. H. Robertson, Asst. Secy.

### THE S. HOWES COMPANY.

SILVER CREEK, N. Y.

Clark's Grain Dealers' and Shippers' Gazetteer, Chicago, Ill.

Gentlemen:—We are in receipt of yours of the 25th and will state that we will take the page in your new book. We would just as soon use the copy that is in the old book.

Yours very truly, THE S. HOWES CO.,  
Per F. L. Cranson, Secy.

### THE CASE MANUFACTURING CO.

COLUMBUS, OHIO.

Clark's Grain Dealers' and Shippers' Gazetteer, Chicago, Ill.

Gentlemen:—In response to your letter of recent date we inclose to you order for renewal of full page advertisement in the Grain Dealers' and Shippers' Gazetteer for the years 1907-1908. It may be of interest for you to know that our year's advertisement in the Gazetteer was a valuable one to this company, and we confidently believe that greatly aided our trade, and it is with pleasure that we renew the same for the year above indicated.

Wishing you abundant success, we remain,

Yours truly,

THE CASE MANUFACTURING CO.,

By J. F. Oglevee, Vice-Prest.

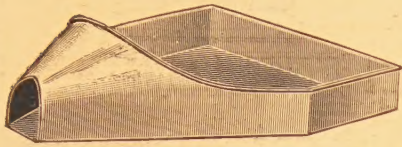
Send your order at once. \$3.00 pays for all, to be sent express charges fully prepaid. Don't forget to send "copy" for advertisement at same time. Address

**CLARK'S GRAIN DEALERS' AND SHIPPERS' GAZETTEER, 10th Floor Adams Express Bldg., CHICAGO, ILL.**



## CHASE SAMPLE PAN

For Examining Samples of Grain.



Made of Aluminum. The Lightest Pan made, will not Rust or Tarnish, always stays Bright. \$1.25 at Chicago.

GRAIN DEALERS CO., 10 Pacific Ave., CHICAGO, ILL.

## Webster's International Dictionary

Invaluable in the Home, School, and Office.

A thorough revision of the Unabridged, the purpose of which has been not display nor the provision of material for boastful and showy advertisement, but the due, judicious, scholarly, thorough perfecting of a work which in all the stages of its growth has obtained in an equal degree the favor and confidence of scholars and of the general public.

The One Great Standard Authority.

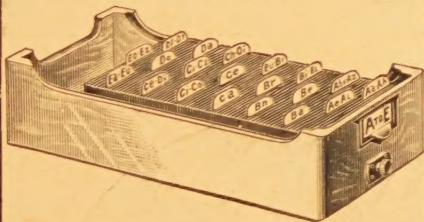
So writes Hon. D. J. Brewer, Justice U. S. Supreme Court.

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B. & C. MERRIAM CO., Publishers,  
SPRINGFIELD, MASS.



## TIME SAVED IS PROFIT GAINED



Adding expedition and accuracy to a business increases its ability to succeed. We manufacture modern, up-to-date office devices, notably

The Globe Card Index File and  
The Globe-Wernicke Elastic Cabinets

that increase office efficiency many fold.

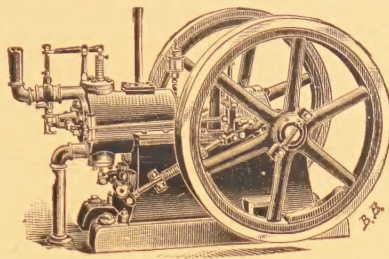
You will see their desirability for your business on inspection, or we will tell you by letter, if your calling is inconvenient.

The Globe Company,

226-228 Wabash Ave., CHICAGO.

## Freight Tables...

Avoid unnecessary figuring and prevent errors in computing freight per bushel by using labor saving freight tables. Amount of freight per bushel at every rate up to 50 cents per hundred shown. Copy of same, printed on cardboard with heavy-faced type, can be secured by sending six cents in stamps to the GRAIN DEALERS JOURNAL, 10 Pacific Ave., Chicago, Ill.



## Flour City Gasoline Engines..

SUBSTANTIAL.  
STEADY MOTION.  
SAFE. SAVES EXPENSE.

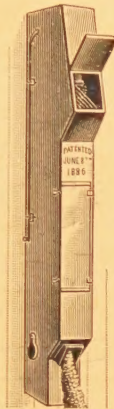
KINNARD PRESS CO., MINNEAPOLIS, MINN.

## DIXON'S SILICA GRAPHITE PAINT

FOR TIN OR SHINGLE ROOFS AND IRON WORK. Tin roofs well painted have not required repainting for 10 to 15 years. IT IS ABSOLUTELY WITHOUT AN EQUAL.

If you need any paint it will pay you to send for circular.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.



## Clean Your Grain

with a KASPER

IT CLEANS GRAIN CLEAN.  
SEPARATES CLIPPINGS FROM CLIPPED GRAIN.  
FIRST COST IS SMALL.  
REQUIRES NO POWER, NO WATCHING.  
WORKS WHILE YOU SLEEP.

## SELF-ACTING CLEANER.

TURN ON GRAIN when you leave at night, and several carloads will be ready for shipment in the morning.

THOMAS WHITFIELD, Owner and Manufacturer,  
369 Wabash Avenue, CHICAGO, ILL.



"SUNSHINE"

## High-Grade Calendars

IT IS NOT WHAT YOU PAY FOR ADVERTISING, BUT WHAT IT PAYS YOU

**C**ORK COSTS 8 CENTS A POUND, but if you are drowning half a mile from shore its value would be "not what you pay for cork, but what cork pays you." You are perhaps not drowning but you are Hustling for business. . . . .

It will pay you to have the people who do business in your line pleasantly reminded of the fact that you are still in business, and

that you are soliciting the patronage and confidence of good people.

THE LUTZ & GOULD CO.'S Calendars and Memorandum Books will do this satisfactorily. Their goods may cost you a trifle more than some other people's goods, but they are life preservers.

WRITE FOR SAMPLES AND PRICES.

THE LUTZ & GOULD CO., Burlington, Iowa.

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GRAIN DEALERS JOURNAL.

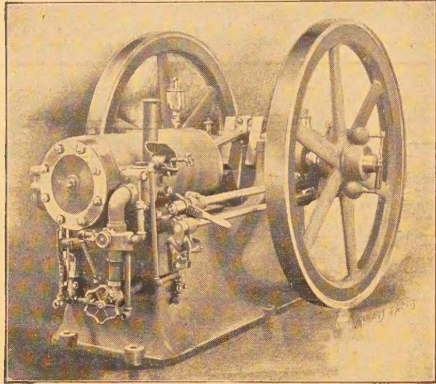


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General Office and Works:

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Eastern Branch, 38 Dey St., NEW YORK, N. Y.



Webster Horizontal Engine for Gas or Gasoline.

We Manufacture the Most Complete Line of....

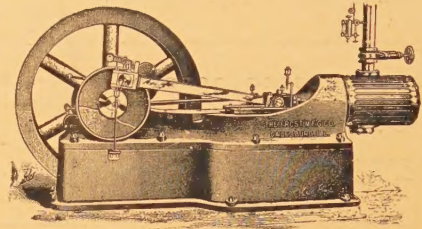
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of any firm in this country. We make a specialty of Complete Equipments for Grain Elevators from 5,000 to 2,000,000 bushels capacity. Send for our Catalogues.

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Elevator Machinery and Supplies  
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BOLTS, ETC. ELEVATING, CONVEYING and  
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# IMPROVED GRAIN ELEVATOR ...MACHINERY...

Power Grain Shovels,  
Belt Conveyor  
Trippers,  
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Write  
For Complete  
Illustrated Catalogue.

Rope Transmissions,  
Pulleys,  
Hangers,  
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WE CAN FURNISH OUR  
**AJAX TRANSMISSION ROPE**  
IN ALL LENGTHS AND SIZES DESIRED.



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